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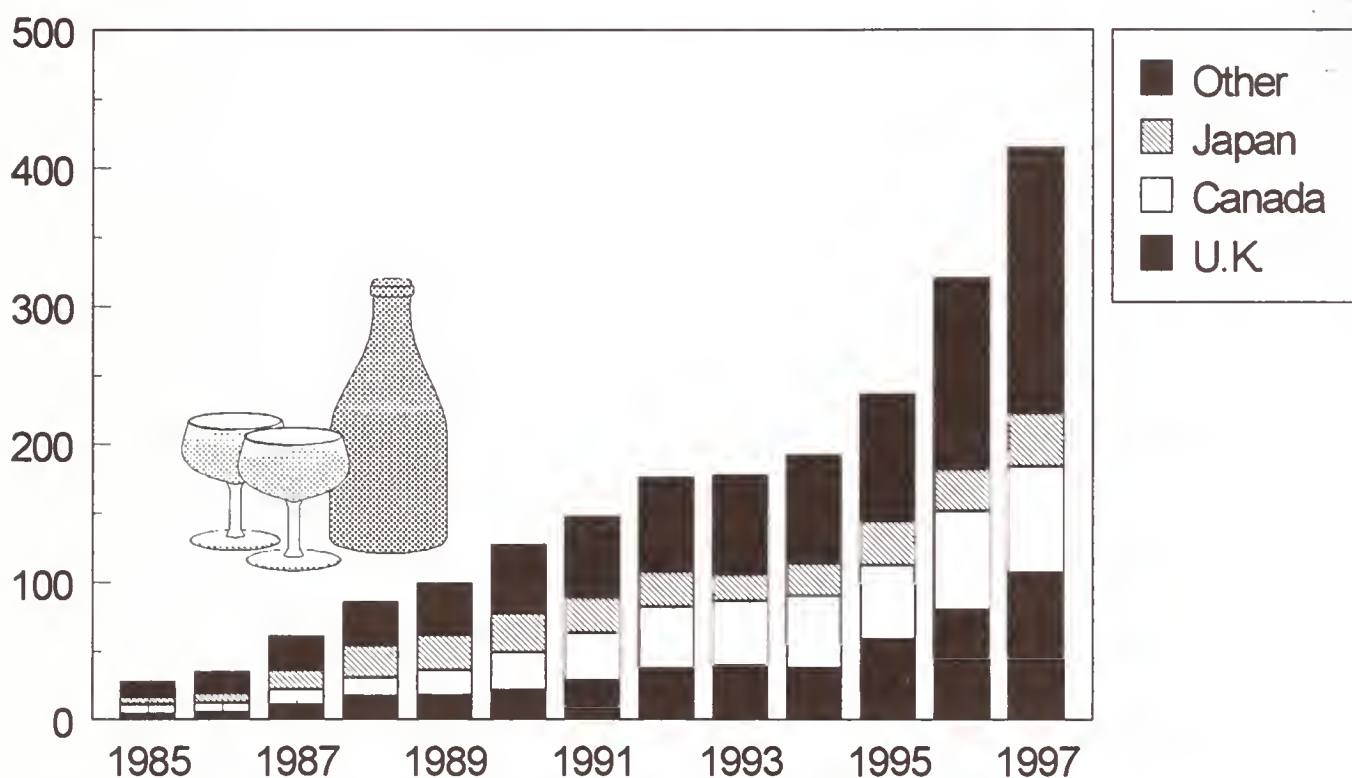
Foreign
Agricultural
Service

Circular Series
FHORT 03-98
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World Horticultural Trade and U.S. Export Opportunities

U.S. Wine Exports Uncorked *13 Record Breaking Years*

(\$ Million)



Source: U.S. Department of Commerce, Bureau of the Census.

U.S. wine exports (including cider, fermented beverages, and must) reached \$415 million in Calendar Year 1997, their 13th consecutive record breaking year, and a 30 percent gain over the preceding year. U.S. wine exports have increased 385 percent since 1985. Growth in exports has accelerated for the 4th consecutive year. The United Kingdom, Canada and Japan were the top three export markets for U.S. wines during this 13-year period. Japan was the largest market until 1991, when it was surpassed by Canada. In 1995, the United Kingdom replaced Canada as the largest export market. Grape wine continues to represent the majority of exports. In 1997, grape wine represented most of the \$415 million of wine exports, except \$27 million, consisting of fermented beverages and cider. The volume of U.S. wine shipments reached 2.2 million hectoliters in 1997, up 26 percent from the preceding year. More varieties of higher quality U.S. wine, robust foreign demand, and market promotion efforts under the Market Access Program all boosted U.S. wine exports. The three top markets for U.S. wines, United Kingdom, Canada, and Japan, accounted for approximately 54 percent of the value of 1997 exports. The most impressive value gains of 1997 were in Taiwan (up 303 percent) and Hong Kong (up 125 percent).

**U.S. Department of Agriculture
Foreign Agricultural Service
Horticultural and Tropical Products Division
AG Box 1049
Washington, DC 20250-1049**

**Telephone: 202-720-6590
Fax: 202-720-3799**

**Frank J. Piason, Director
Robert B. Tisch, Deputy Director for Marketing
Howard R. Wetzel, Deputy Director for Analysis**

<u>ANALYSIS</u>		
Frank Hokana	720-0875	Sugar, cocoa, and coffee production
Sam Rosa	202-720-6086	Fresh deciduous fruit, apple juice, olives, stone fruit, and CBI
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, and tropical fruits
Bob Knapp	202-720-4620	Canned deciduous fruit and kiwifruit
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, spices, essential oils, ginseng, and trade forecasts
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, and circular coordinator
Joe Somers	202-720-2974	Situation and outlook group leader, processed citrus, trade forecast coordinator, FAO citrus liaison, and circular editor
Debbie Seidband	202-720-6877	Sugar, honey, and fresh citrus
Yvette Wedderburn Bomersheim	202-720-9903	Wine and brandy, table grapes, GSM-102 export credits, NAFTA coordinator and supplier credits
Janise Zygmunt	202-720-1176	Organics
<u>MARKETING</u>		
Ted Goldammer	202-720-8498	Fresh citrus and products, hops, and potatoes
Pamela McKenzie	202-720-8495	Canned deciduous fruit, grape juice, cranberries, kiwifruit, and honey
Steve Shnitzler	202-720-8495	Avocados, ginseng, apricots, papaya, dates, figs, cut flowers
Gina Castelnovo	202-720-0898	Wine, brandy, berries
Kelly Strzelecki	202-690-1341	Dried fruit, organics
James Carlson	202-720-0911	Fresh deciduous fruit
Ingrid Mohn	202-720-5330	Tree nuts

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Export Summary

U.S. exports of horticultural products to all countries in December totaled \$844 million, up 7 percent from the same month a year earlier. Eleven out of 15 categories registered increases. Categories with the most significant increases in December were fresh non-citrus fruit (up \$20.1 million or 26 percent); fresh vegetables (up \$17.5 million or 22 percent); fruit and vegetable juices (up \$9.6 million or 22 percent); and wine (up \$8.0 million or 32 percent). The categories with the most significant decreases were miscellaneous products (down \$11.6 million or 6 percent) and tree nuts (down \$5.8 million or 5 percent). From October to December 1997, 5 of the top 10 U.S. markets showed increases. Canada registered the largest increase for the first 3 months of FY1998 (up 13 percent over the same time period a year ago) followed by Mexico (up 16 percent). The largest decrease for the top 10 markets was for the Republic of Korea (down 20 percent). For FY 1998 to date (October-December), the total value of U.S. horticultural exports was \$2.82 billion--1 percent above FY 1997. The horticultural product export forecast for total fiscal year 1998 has been reduced \$400 million to \$10.8 billion, based on reduced sales to Asian countries due to the financial crisis and currency devaluations in that part of the world. This is still above FY 1997's record total of \$10.6 billion.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. Exports of Selected Horticultural Products

Name		Quantity					Values (1000 Dollars)				
Group	& Product	Oec	Dec	Oct-Dec	Oct-Oec	Oct-Sep	Oec	Oec	Oct-Dec	Oct-Oec	Oct-Sep
		FY 1997	FY 1998	FY 1997	FY 1998	FY 1997	FY 1997	FY 1998	FY 1997	FY 1998	FY 1997
Fresh Citrus MT											
	Grapefruit	30,674	36,103	105,839	107,580	484,403	15,380	17,681	54,317	49,780	240,408
	Lemons	11,345	9,969	33,868	32,072	120,279	11,749	6,609	35,806	31,352	120,656
	Oranges, Incl. Tm	37,235	44,148	75,840	98,609	590,428	20,720	24,921	43,104	56,661	323,203
	Other Citrus	3,650	3,345	10,593	9,006	28,696	2,532	2,415	8,604	6,584	23,786
	Subtotal:----	82,904	93,565	226,140	247,268	1,223,805	50,381	51,625	141,830	144,377	708,053
Fresh Fruit, Non-Citrus MT											
	Apples	63,087	63,377	221,557	188,591	689,749	38,678	40,824	134,161	117,226	412,371
	Avocados	618	203	2,174	541	5,819	559	301	1,784	737	8,215
	Cherries Swt &trt	935	620	1,310	2,078	39,400	817	696	1,346	2,567	140,144
	Grapes	11,817	27,981	79,758	115,046	233,558	18,522	34,973	118,908	144,931	309,727
	Kiwifruit	478	529	1,454	1,957	5,438	683	639	1,882	1,956	7,036
	Melons	4,262	7,131	20,066	23,406	219,681	2,408	2,856	10,060	11,008	79,289
	Papaya	588	504	1,805	1,495	6,589	1,439	1,376	4,370	3,845	16,738
	Peaches & Nectrns	293	697	2,269	3,614	103,345	352	674	1,938	2,818	92,737
	Pears	12,013	19,797	58,699	76,133	126,409	7,544	10,768	34,946	39,154	76,052
	Plums/Prunes	74	169	1,876	2,467	71,906	116	221	1,862	2,391	61,224
	Strawberries	778	552	5,698	5,596	52,615	2,727	1,449	15,017	14,715	97,010
	Other Non-Citrus	3,855	2,604	17,123	13,172	54,810	4,118	3,309	17,565	15,828	75,169
	Subtotal:----	98,797	124,164	413,789	434,097	1,609,320	77,963	98,087	343,839	357,174	1,375,713
Can/Prep Fruit MT											
	Cherries, Tart Cn	331	371	912	923	4,916	456	497	1,283	1,214	6,338
	Fruit Mixtures	1,422	2,371	6,736	6,932	22,475	1,617	2,880	7,979	9,148	27,055
	Marachino Cherry	293	619	1,194	1,666	5,107	605	1,246	2,532	3,478	10,672
	Peaches, Canned	928	1,982	4,215	5,483	16,873	895	1,797	4,252	5,251	16,528
	Pineapple, Canned	370	329	922	1,010	3,694	338	316	862	981	3,443
	Other Canned Frui	3,557	5,688	11,454	18,113	45,120	4,016	5,937	13,491	18,869	51,682
	Other Prep/Preser	5,725	7,112	17,622	21,896	79,816	5,993	6,218	20,501	23,894	83,397
	Subtotal:----	12,626	18,472	43,055	56,021	178,001	13,919	18,892	50,899	62,835	199,114
Dried Fruit MT											
	Prunes, Oried	5,344	6,096	18,277	20,438	67,535	10,801	10,564	38,118	38,911	138,398
	Raisins, Dried	10,903	9,906	36,812	33,915	115,016	18,186	16,791	63,357	59,208	203,954
	Other Dried Fruit	1,648	1,609	6,387	6,618	17,313	4,572	4,613	18,744	18,761	50,290
	Subtotal:----	17,895	17,611	61,475	60,971	199,864	33,559	31,968	120,220	116,880	392,641
Frozen Fruit MT											
	Blueberries, Froz	289	559	1,809	1,815	16,281	610	1,095	3,561	3,795	22,468
	Strawberries, Fro	1,011	1,184	4,096	3,804	21,748	1,329	1,589	5,289	5,107	27,686
	Other Frozen Frui	1,413	1,293	4,583	4,720	22,046	1,458	1,928	5,933	6,602	28,524
	Subtotal:----	2,714	3,035	10,487	10,339	60,075	3,396	4,612	14,783	15,504	78,677
Fruit/Veg Juices KL											
	Grapefruit Ju, Cn	3,206	4,273	11,352	13,440	62,477	2,275	2,987	7,505	7,921	41,493
	Orange Juice, Con	14,114	19,446	49,564	47,686	381,926	10,080	10,912	33,642	26,653	177,635
	Orange Juice, Not	14,445	17,775	43,534	49,088	178,921	9,961	12,038	30,252	33,627	124,874
	Other Juices	28,062	39,368	105,877	137,307	467,575	21,367	27,384	74,805	88,329	340,694
	Subtotal:----	59,827	80,862	210,326	247,522	1,090,899	43,683	53,322	146,205	156,531	684,695
Fresh Vegetables MT											
	Asparagus, Fr, Ch	216	172	477	580	15,160	678	554	1,391	1,720	50,688
	Broccoli	11,372	9,663	28,274	29,444	130,391	6,955	6,572	18,289	20,837	92,215
	Cauliflower	7,769	8,522	24,597	21,653	88,279	5,068	5,363	15,981	14,509	57,828
	Celery	11,994	12,219	30,213	29,490	117,410	4,863	5,754	11,457	13,461	48,961
	Lettuce, Fr Chld	27,319	26,822	80,318	80,210	294,482	11,587	18,119	38,725	51,253	146,612
	Onions	22,179	27,817	93,983	99,313	265,121	7,874	9,348	32,048	29,467	92,464
	Peppers	5,532	4,584	15,730	13,926	62,493	4,124	5,310	12,555	14,667	52,240
	Tomatoes	12,115	12,695	36,870	38,202	153,650	9,150	13,728	28,957	36,272	123,783
	Other Vegetables	44,681	51,497	122,047	138,312	780,050	29,824	32,881	92,303	100,680	402,974
	Subtotal:----	143,175	153,990	432,509	451,129	1,907,035	80,124	97,629	251,707	282,866	1,067,765

U.S. Exports of Selected Horticultural Products

Name		Quantity					Values (1000 Dollars)					
Group	& Product	Oec	Oec	Oct-Dec	Oct-Dec	Oct-Sep	Oec	Oec	Oct-Dec	Oct-Dec	Oct-Sep	
		FY 1997	FY 1998	FY 1997	FY 1998	FY 1997	FY 1997	FY 1998	FY 1997	FY 1998	FY 1997	
Veg Canned MT												
	Ketchup	3,308	3,923	10,755	11,174	40,186		2,505	2,775	7,964	7,826	30,568
	Sweet Corn, Canne	16,393	12,876	50,906	41,172	203,469		13,058	10,294	41,498	33,587	167,353
	Tomato Paste	7,958	12,025	29,326	36,714	128,954		5,834	8,850	22,005	25,006	89,320
	Tomato Sauce	5,882	8,826	21,365	26,878	88,108		5,542	8,115	20,300	24,877	84,947
	Other Can Veg	18,405	23,821	64,245	73,063	271,139		27,592	30,325	84,453	87,379	339,901
	Subtotal:----	51,946	61,472	176,597	189,001	731,855		54,531	60,359	176,218	178,674	712,088
Frozen Vegetables MT												
	Frozen French Fry	29,403	34,147	94,595	107,968	396,674		21,417	24,379	69,700	76,480	294,335
	Fzn Swt Corn	3,862	4,881	14,773	21,799	65,202		3,317	3,856	12,882	17,360	56,212
	Other Pot Fzn	2,472	1,604	10,047	6,410	28,798		1,730	1,544	6,416	5,020	20,957
	Other Fzn Veg	4,503	5,193	16,521	17,658	72,443		4,325	4,475	15,639	15,699	65,425
	Subtotal:----	40,240	45,824	135,935	153,835	563,117		30,789	34,254	104,638	114,560	436,929
Veg, Oehyd MT												
	Garlic Oehyd.	1,059	704	3,013	2,747	11,820		2,246	1,568	6,341	6,443	26,182
	Onions, Oehyd.	2,415	2,923	8,125	8,477	33,170		5,470	6,677	19,179	19,466	77,600
	Potatoes, Oehyd	4,235	4,618	11,904	13,075	49,903		4,371	4,529	12,375	12,788	49,997
	Other Oehyd Veg	5,841	7,165	16,632	20,304	71,944		8,179	12,236	22,536	35,649	114,690
	Subtotal:----	13,550	15,410	39,674	44,603	166,836		20,267	25,010	60,430	74,346	268,469
Tree Nuts MT												
	Almonds, Unshld	2,532	1,953	9,074	9,946	24,735		6,141	5,294	21,928	25,763	63,658
	Pistachio, Unshld	565	1,487	2,170	5,617	5,955		2,316	6,316	9,233	24,323	27,193
	Walnuts, Shld	2,545	1,678	8,893	9,284	23,936		9,984	6,343	30,687	29,832	73,476
	Walnuts, Unshld	1,331	1,498	47,721	31,212	57,187		2,735	2,717	102,295	60,926	121,757
	Other Nuts	4,612	10,478	21,333	36,823	67,140		15,326	28,749	61,155	89,148	190,950
	Almonds, Sh/Prep	15,592	15,291	59,680	58,817	163,576		81,562	62,808	298,912	233,620	816,088
	Subtotal:----	27,176	32,386	148,870	151,698	342,529		118,065	112,227	524,211	463,611	1,293,123
Nusery Products MIXEO												
	Cut Flowers	0	0	0	0	0		3,419	3,018	11,420	11,106	49,067
	Other Nursery	0	0	0	0	0		12,439	16,270	39,407	54,915	172,279
	Subtotal:----	0	0	0	0	0		15,859	19,287	50,827	66,020	221,346
Hops & Products MT												
	Hop Extract	482	359	1,094	1,033	3,468		8,771	4,843	18,356	16,698	57,080
	Hop Pellets	599	502	1,735	1,391	6,120		2,714	2,494	8,824	6,516	33,737
	Hops, Nfsp	341	134	821	619	1,888		1,626	522	4,345	3,202	9,644
	Subtotal:----	1,422	996	3,649	3,043	11,477		13,111	7,859	31,524	26,416	100,462
Wine KL												
	Grape Wines	12,678	15,958	42,046	53,954	194,399		23,510	30,881	80,270	101,215	368,160
	Other Wine Prod	1,174	1,567	3,676	5,178	14,294		1,735	2,372	5,055	8,447	22,060
	Subtotal:----	13,852	17,525	45,723	59,133	208,693		25,245	33,253	85,325	109,662	390,220
Miscellaneous MIXEO												
	Beer & Beverages	54,256	39,411	168,838	149,558	664,850		31,752	24,876	102,859	100,495	416,546
	Edible Preparatio	16,681	18,238	54,803	56,883	211,356		72,694	69,296	236,370	224,295	933,748
	Essential Oils	4,313	3,257	11,646	10,441	46,266		48,808	35,631	150,685	119,431	619,388
	Ginseng	101	119	571	421	993		9,006	9,091	43,797	28,789	72,001
	Potato Chips	4,046	9,728	13,992	22,206	53,599		10,824	20,975	36,579	52,872	145,451
	Other Misc	0	0	0	0	0		33,696	35,349	108,433	124,262	481,787
	Subtotal:----	79,398	70,753	249,851	239,509	977,065		206,780	195,218	678,723	650,143	2,668,921
	Grand Total:							787,671	843,602	2,781,379	2,819,600	10,598,216

U.S. Imports of Selected Horticultural Products

Name		Quantity					Values (1000 Dollars)					
Group	& Product	Oec	Oec	Oct-Oec	Oct-Oec	Oct-Sep	Oec	Oec	Oct-Dec	Oct-Oec	Oct-Sep	
		FY 1997	FY 1998	FY 1997	FY 1998	FY 1997	FY 1997	FY 1998	FY 1997	FY 1998	FY 1997	
Fresh Fruit MT												
	Apples	6,155	6,293	40,775	30,920	168,564		2,691	2,504	13,054	9,827	82,736
	Avocados	2,556	2,852	17,165	16,182	27,667		2,012	3,374	15,822	18,013	25,993
	Bananas	287,655	313,563	901,250	946,038	3,727,906		84,293	86,235	262,115	260,208	1,122,747
	Cantaloupe	32,236	46,106	53,437	75,380	396,103		12,114	12,552	19,025	21,124	130,376
	Grapes	30,010	37,435	32,481	40,841	351,567		64,433	48,536	65,310	50,770	386,183
	Kiwifruit	1,895	412	4,330	1,067	37,680		1,640	534	3,938	1,071	23,524
	Mangoes	3,573	1,391	10,144	5,549	191,115		3,008	1,726	9,897	5,976	123,009
	Peaches	6,596	6,096	7,242	6,771	41,672		6,862	5,656	7,613	6,438	32,901
	Pears	493	302	1,472	1,563	78,521		1,338	869	3,916	4,056	50,306
	Pineapples	12,573	23,158	35,659	68,399	171,253		6,042	9,208	16,638	27,532	74,441
	Strawberry	1,383	1,101	2,205	1,482	15,203		2,429	2,497	4,196	3,481	26,844
	Other Melons	33,107	38,321	64,289	74,675	382,903		8,533	10,090	18,709	19,775	96,126
	Other Fruit	49,908	59,741	151,752	165,632	572,146		30,985	40,865	81,497	97,446	297,914
	Subtotal:----	468,140	536,769	1,322,200	1,434,497	6,162,300		226,379	224,646	521,730	525,715	2,473,098
Oried Fruit MT												
	Dried Apricots	1,420	1,781	4,057	4,982	11,237		3,960	4,729	10,879	13,002	31,058
	Ord Figs & Pst	120	602	1,545	2,785	3,904		248	607	3,495	3,968	5,800
	Other Oried Fruit	2,170	2,021	6,589	6,345	26,720		4,168	3,530	12,123	9,596	42,783
	Subtotal:----	3,710	4,405	12,191	14,112	41,862		8,377	8,866	26,497	26,566	79,640
Frozen Fruit MT												
	Fzn Blueberries	856	758	3,600	3,486	13,177		1,702	1,476	7,094	6,733	26,173
	Fzn Strawberries	560	272	955	799	22,279		559	461	1,033	1,020	20,207
	Other Fzn Fruit	2,027	1,379	6,755	5,795	35,774		2,516	1,588	8,002	6,590	41,924
	Subtotal:----	3,443	2,409	11,310	10,080	71,230		4,777	3,525	16,129	14,342	88,304
Canned/Prep Fruit MT												
	Canned Olives	5,908	7,708	18,267	22,621	81,516		14,675	16,913	47,601	48,966	184,250
	Canned Oranges	2,931	3,043	9,717	10,652	56,289		2,928	2,567	9,843	9,531	54,784
	Canned Peaches	2,901	1,227	10,949	5,233	29,483		2,009	840	7,248	3,602	19,709
	Canned Pineapples	22,357	22,263	63,789	69,209	292,609		15,534	16,955	44,866	51,059	204,974
	Mixed Fruit	4,825	5,810	10,630	11,899	49,307		4,509	5,465	10,418	12,499	51,241
	Prep/Pres Fruit	9,556	9,405	22,963	25,850	101,420		11,393	11,157	27,504	30,408	118,537
	Other Canned Frui	4,702	5,366	15,824	16,117	69,225		6,497	6,426	20,833	21,617	84,661
	Subtotal:----	53,180	54,823	152,140	161,582	679,851		57,546	60,325	168,312	177,681	718,155
Frt&Veg Juice SSE KL												
	Apple Juice	139,684	106,487	300,818	264,605	1,084,986		48,227	27,637	103,079	69,138	354,632
	Fcoj	133,788	126,417	406,940	253,966	1,099,876		27,816	19,767	91,896	41,551	233,077
	Grape Juice	11,491	14,274	46,400	42,981	243,290		4,639	6,263	16,612	17,648	95,051
	Pineapple Juice	31,381	23,135	76,981	61,465	303,510		9,183	6,763	22,108	18,221	88,786
	Other Juices	19,105	16,663	54,295	61,499	293,196		11,509	9,814	31,763	35,813	167,223
	Subtotal:----	335,450	286,976	885,435	684,516	3,024,858		101,375	70,245	265,458	182,371	938,770
Fresh Vegetables MT												
	Garlic	300	449	1,144	895	17,570		422	617	1,693	1,419	20,661
	Asparagus	3,322	3,282	11,084	12,547	38,745		6,395	6,555	18,062	22,481	66,588
	Bell Pepper	22,256	21,270	37,443	36,189	180,463		33,332	23,849	52,548	44,771	206,072
	Carrots	11,719	12,061	37,322	39,018	99,470		2,716	2,888	8,364	8,885	22,353
	Chili Pepper	6,821	8,860	22,571	30,151	103,758		3,461	9,324	8,391	20,892	45,836
	Cucumbers	47,799	44,287	94,745	95,234	302,306		14,599	14,062	30,241	30,678	100,823
	Onions	22,180	17,879	46,687	44,674	261,088		13,870	13,746	35,655	35,409	127,447
	Potatoes	26,219	36,621	75,757	97,749	324,924		4,766	7,212	14,540	19,854	59,301
	Squash	17,779	18,436	43,844	43,561	141,192		10,657	8,964	26,568	24,336	87,857
	Tomatoes	56,045	63,155	131,278	130,531	743,205		38,753	68,892	90,489	127,545	611,612
	Other Fresh Veg	41,717	51,427	97,775	123,397	453,475		25,968	35,946	57,652	79,883	265,485
	Subtotal:----	256,158	277,727	599,650	653,947	2,666,196		154,938	192,054	344,204	416,152	1,614,035

U.S. Imports of Selected Horticultural Products

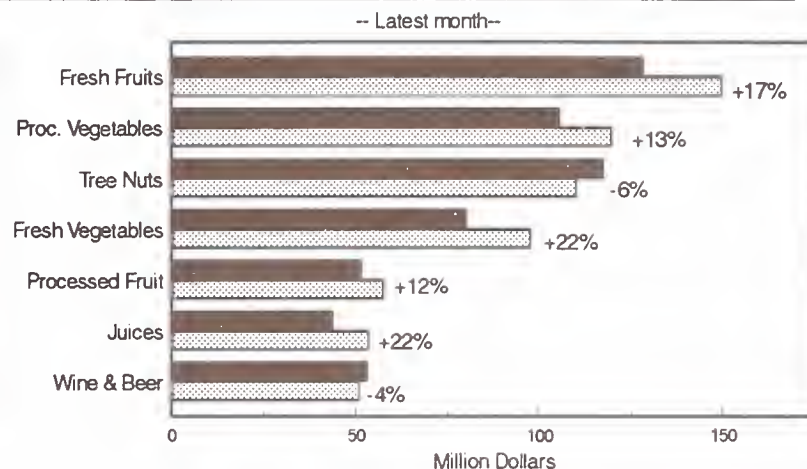
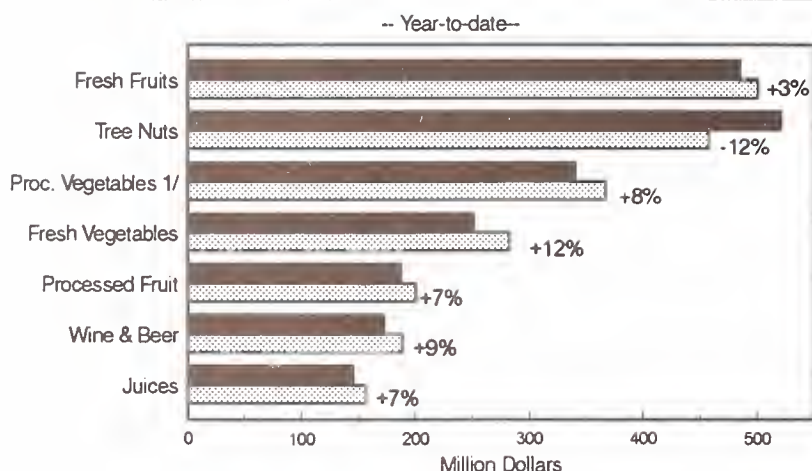
Name		Quantity					Values (1000 Dollars)					
Group	& Product	Dec	Dec	Oct-Dec	Oct-Dec	Oct-Sep	Dec	Dec	Oct-Dec	Oct-Dec	Oct-Sep	
		FY 1997	FY 1998	FY 1997	FY 1998	FY 1997	FY 1997	FY 1998	FY 1997	FY 1998	FY 1997	
Canned/Dehyd Vegetables MT												
	Cnd Artichokes	1,839	1,284	6,333	5,090	29,298		3,095	2,025	10,517	7,600	44,069
	Cnd Bamboo	3,159	3,061	9,661	10,700	27,077		2,818	2,411	8,893	8,199	24,292
	Cnd Mushrooms	6,610	5,595	17,337	14,371	67,258		10,896	9,646	30,727	24,979	118,324
	Cnd Pimiento	797	586	2,733	2,224	9,556		957	856	3,416	2,778	11,448
	Cnd Tomatoes	5,498	8,934	17,950	21,974	65,589		2,374	4,330	7,852	10,319	27,979
	Cnd Waterchnuts	1,539	2,610	4,239	8,323	35,531		1,553	1,746	4,465	5,571	27,403
	Tomato Pst & Sauc	1,734	1,801	6,313	4,244	33,659		2,264	2,539	7,215	5,229	41,356
	Oried Mushrooms	168	165	354	374	2,015		1,600	2,134	4,141	5,063	19,411
	Dried Tomatoes	860	608	2,737	1,752	6,924		3,195	2,088	10,156	6,299	26,265
	Other Dehy Veg	13,344	13,730	43,874	35,420	159,374		14,829	14,065	41,441	37,232	159,001
	Other Can Veg	19,427	25,881	61,446	72,318	244,159		17,534	22,995	55,743	64,394	214,284
	Subtotal:----	54,974	64,254	172,977	176,790	680,441		61,114	64,835	184,566	177,662	713,831
Frozen Vegetables MT												
	Broccoli Fzn	15,373	14,916	46,199	46,598	169,458		9,788	9,199	29,469	29,046	106,080
	Cauliflower Fzn	4,013	5,991	9,413	12,177	18,729		3,134	4,103	7,123	8,179	14,060
	Potato Fzn	24,947	30,008	66,298	92,668	286,808		14,925	18,446	40,121	56,811	169,323
	Other Veg Fzn	12,163	12,928	40,201	42,086	222,015		10,117	11,509	31,848	34,613	129,143
	Subtotal:----	56,495	63,842	162,110	193,528	697,010		37,963	43,257	108,561	128,649	418,606
Tree Nuts MT												
	Brazils Tot	525	510	2,061	2,923	10,404		1,645	1,688	6,350	9,473	23,656
	Cashews Tot	3,945	7,402	13,935	20,243	62,669		18,669	33,632	66,749	92,637	292,315
	Coconut	3,600	3,460	11,285	10,524	39,782		2,921	2,399	10,042	7,585	34,791
	Pecans	4,988	3,517	11,799	10,194	19,909		6,629	8,435	17,435	24,672	39,667
	Other Nuts	1,945	2,141	7,518	9,047	18,167		8,767	11,633	29,376	35,972	78,070
	Subtotal:----	15,003	17,030	46,599	52,931	150,931		38,632	57,787	129,952	170,338	468,499
Nursey Products MIXED												
	Carnations	115,461	112,774	306,887	302,859	1,211,423		10,535	11,531	27,295	29,535	115,014
	Christmas Trees	603	689	2,258	2,581	2,260		5,561	5,765	20,220	22,172	20,227
	Chrysanthemus	52,210	46,417	172,273	155,590	614,707		7,293	7,133	24,195	24,923	91,126
	Roses	48,970	63,704	181,507	215,338	919,298		9,841	13,834	34,190	47,193	200,957
	Tulip Bulbs	3,691	4,129	84,380	84,153	426,485		438	434	10,004	9,516	41,993
	Other Cut Flowers	0	0	0	0	0		14,051	15,908	41,194	47,975	186,894
	Other Nursey Prod	0	0	0	0	0		23,726	25,540	73,390	77,521	298,973
	Subtotal:----	220,935	227,714	747,305	760,521	3,174,174		71,446	80,145	230,487	258,835	955,183
Hops & Products MT												
	Hops & Pellets	1,303	706	1,658	801	5,606		9,675	4,712	11,997	5,077	37,836
	Other Hop Prod	1	36	2	38	187		16	164	41	174	1,339
	Subtotal:----	1,303	742	1,660	839	5,793		9,691	4,876	12,038	5,251	39,175
Wine KL												
	Red Wine	12,828	16,639	45,558	57,580	181,724		52,178	62,330	178,949	219,596	682,741
	Sparkiling Wine	2,552	3,222	14,017	14,898	30,293		25,330	34,339	143,019	161,589	336,614
	White Wine	9,145	9,828	32,677	37,462	116,091		31,427	35,181	116,797	134,799	411,457
	Other Wine Prod	6,045	5,425	19,826	24,362	104,101		13,545	11,990	48,416	57,771	198,476
	Subtotal:----	30,571	35,113	112,078	134,301	432,208		122,481	143,840	487,181	573,755	1,629,287
Miscellaneous MIXED												
	Beer & Beverages	117,606	140,785	371,737	426,879	1,734,830		104,673	125,336	333,383	379,262	1,511,285
	Other Misc	0	0	0	0	0		111,712	148,684	352,116	421,694	1,402,504
	Subtotal:----	117,606	140,785	371,737	426,879	1,734,830		216,385	274,020	685,499	800,956	2,913,790
	Grand Total:							11,111,102	1,228,421	3,180,613	3,458,273	13,050,374

U.S. Horticultural Product and Market Export Summaries

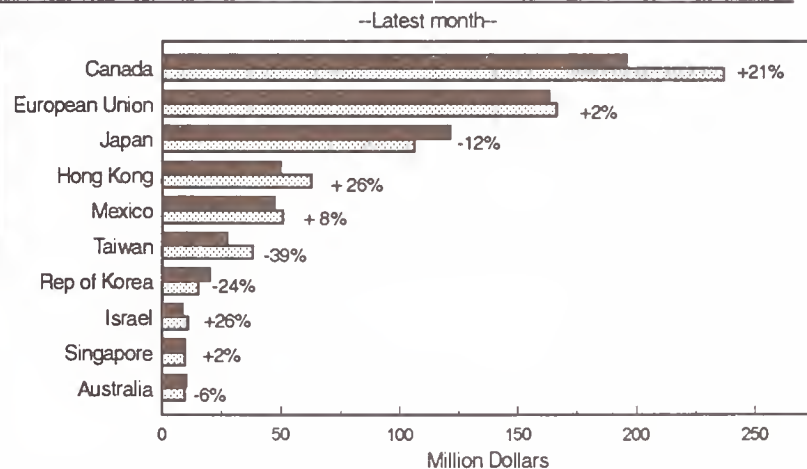
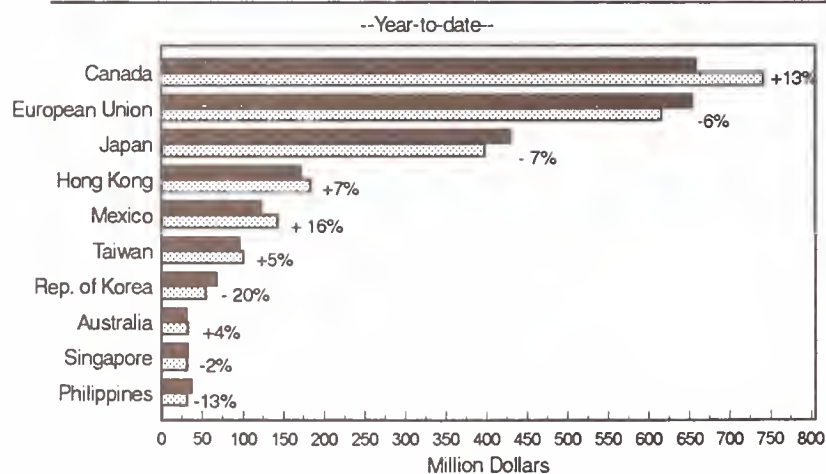
FY Oct-Dec and Latest Month Comparisons

■ FY97 □ FY98

Selected Product Summary



Top Ten Market Summary



WORLD TRADE SITUATION AND POLICY UPDATES

Public comment period on organic rule extended

On February 6, Agriculture Secretary Dan Glickman announced that the public comment period for USDA's proposed regulation to implement the National Organic Program (NOP) has been extended for an additional 45 days. The comment period, originally scheduled to end on March 16, will continue through April 30, 1998. At the time of the announcement, more than 4,000 comments had been registered with USDA. Citing the complexity and importance of the issue, the Secretary said the extension would allow opportunity for even greater public participation in the rulemaking process.

Full text of the press release can be found at the USDA web site: <http://www.usda.gov> [click on "News & Releases", "latest releases", and choose press release # 0063.] To access the full text of the proposed rule and other information relating to the NOP, visit USDA's NOP website: <http://www.ams.usda.gov/nop>

Switzerland implements organic regulations

Switzerland's new organic regulations took effect on January 1, 1998. The regulations are patterned after existing EU organic standards, but appear to be somewhat stricter. Swiss standards prohibit use of genetically modified organisms (GMOs) in organic products, as well as in the feed ration of organically raised livestock. As the regulations were being developed, a controversy arose about the possible use of the term "ecological" for non-organic foods. The final regulation restricts use of the term to organic products.

With organics constituting an estimated five to 15 percent share of the total food market, the Swiss public has shown significant interest in the new standards. Production of organic food products is increasing, spurred by premium prices in the market, high government subsidies, and advertising by the major retail organizations. However, the U.S. presence in the Swiss

organics market is limited at this time. Although the regulation contains provisions for recognizing organic products from other countries, that recognition does not currently extend to organic products from the United States.

USDA seeks access for Florida citrus to the Philippines; technical team visit planned

As part of ongoing USDA efforts to secure access to the Philippines for Florida citrus, FAS and APHIS have arranged for a visit by technical officials from this country. This initiative is being supported under the EMO Technical Issue Resolution Fund.

A two-person team of senior level plant quarantine officials from the Philippines is tentatively scheduled to visit Florida the week of March 2 to observe citrus production, packing, and certification procedures. The objective of the visit is to address the Philippines' quarantine concerns and secure a lifting of the existing phytosanitary-based import ban on Florida citrus. The Philippines is already an excellent market for a number of U.S. fresh fruits. Exports of all fresh fruits from the United States to this country in CY1996 topped \$32 million, an increase of a 127 percent from the level posted in CY1992. Were Florida citrus to gain access, it is estimated that shipments could reach \$3-5 million annually in the near term.

Argentine technical team concludes Florida citrus visit

A two-person team from Argentina's plant quarantine agency, SENASA, has wrapped up a week long EMO-funded visit to Florida's citrus production areas. While in Florida from January 26-30, the Argentine team visited citrus production areas and observed quarantine measures relating to Caribbean fruit fly and citrus canker. The outstanding technical issues were narrowed considerably as a result of the visit, and it is hoped that SENASA will now conclude its ongoing pest risk assessment within the next few months.

The Florida visit came about as a result of

Secretary Glickman's December visit to Argentina, at which time he raised the longstanding issue of that country's phytosanitary-based import ban on Florida citrus. Argentina's Agriculture Secretary responded at the time by pledging to address the issue in a timely fashion.

Argentina is presently a modest, but growing market for U.S. fresh fruit. Exports of all fresh fruits from the United States to this country in FY1997 were valued at \$2.3 million. It is estimated that shipments of Florida grapefruit could reach \$1 million annually in the near term were that state to achieve access the Argentine market.

Indonesia duty cuts to benefit U.S. horticultural exports

The Government of Indonesia (GOI) has reduced its tariffs, effective February 1, 1998, on a range of horticultural and other agricultural products, according to the Agricultural Counselor in Jakarta. Of particular note, duties on fresh fruit, dried fruit, and tree nuts were reduced to a level of 5 percent ad valorem, compared to the previous tariffs which ranged from 10 to 25 percent.

A January IMF package of financial aid for Indonesia provided for the duty cuts, which were implemented with the stated intention of providing Indonesia's consumers with enough reasonably priced food. While the reductions will not completely offset the depreciation of the rupiah against the U.S. dollar which has occurred in recent months, they will be helpful to U.S. exports. No indications have been given about how long the GOI will keep these tariffs in place.

Indonesia has been a rapidly expanding market for U.S. horticultural products in recent years, with shipments through the first 11 months of 1997 valued at over \$80 million, up 21 percent from the previous year. Fresh fruit represents the United States' leading horticultural export item to Indonesia, accounting for well over half of the total value of annual horticultural product sales. While the currency devaluation has negatively impacted the market, U.S. shipments of horticultural products to Indonesia during

November 1997 were off only 6 percent (value basis) compared to November 1996.

The European Union announces a new grubbing-up program for apples, pears, peaches and nectarines

On December 11, 1997, the EU announced a new grubbing-up program for two product groups, apples/pears and peaches/nectarines. The program will pay 5,000 ecu per hectare (about \$5,500) for the 1998 marketing year, for the removal of an entire orchard, and 4,000 ecu per hectares for partial removal. The program is limited to 10,000 hectares, per product group, for the entire EU. Each country has an allotment within these categories. For example, Greece was allotted 3,600 hectares of peaches and nectarines. The country allocation of area to receive payment is based upon the latest 5 year average of area under cultivation. Between marketing years 1991/92 and 1995/96 the EU averaged 462,000 hectares of apples and pears under cultivation; removal of 10,000 hectares is equal to 2 percent. Similarly, the average number of hectares of peaches and nectarines under cultivation between marketing years 1991/92 and 1995/96 was 270,000 hectares; a removal of 10,000 hectares is equal to 4 percent. According to "The 1995 Agricultural Situation Report in the European Union", published by the EU Commission, the total number of hectares under cultivation for peaches and nectarines steadily increased from 245,000 hectares in 1991 to 307,000 hectares in 1993. Data for 1994 and 1995 were not published.

It is difficult to evaluate the effectiveness of the two previous grubbing up operations (1990 to 1993 and 1994 to 1995). For example, the evaluation of the program for peaches is complicated because it applies to both peaches for canning and peaches for the fresh market. Production of fresh peaches may be two to three times as large as production of peaches for canning; and the withdrawal price of peaches also applies to both canning and fresh peaches. The withdrawal price sets a floor for producer revenue. A certain income is guaranteed every year and varies only with a political decision (i.e. the per unit price paid by the EU) and the weather (i.e. yield per acre). The incentive for

grubbing-up must be sufficiently larger than this guaranteed income to induce growers to remove areas from production. In 1994/95 the withdrawal price for peaches was around 196.50 ecu per ton. In Greece alone Clingstone peaches account for about 25,000 hectares and freestone peaches account for about 17,000 hectares. It is estimated that almost half of the clingstone crop goes to withdrawal.

U.S.-Taiwan market access agreement to benefit horticultural commodities

U.S. and Taiwan negotiators signed a market access agreement on February 20 in Washington DC which will provide improved access for a number of horticultural commodities. The agreement, which includes both immediate and phased-in commitments, was presented as a key step toward the eventual accession of Taiwan to the World Trade Organization (WTO).

Taiwan authorities agreed to establish an annual import quota of 5,000 metric tons for fresh potatoes from the United States at the current tariff rate of 25 percent. The quota is to be valid for product shipped between April 1 and November 30, and will be filled on a first come, first served basis with no import license required.

The agreement also provides for an overhaul of Taiwan's import reference price system, a policy which has hampered market access for certain U.S. horticultural products, notably kiwifruit. The agreement establishes immediate steps to be taken by Taiwan steps to improve the system's transparency, as well as provide exporting countries opportunities to provide input to the reference price setting process.

Under the agreement, Taiwan agreed to immediate* tariff reductions on the following horticultural products to the level noted:

HS Code	Product	Tariff Level (%)
8054000	Grapefruit (Jan.-Sept. arrival)	20 **
8061000	Grapes	38
8081000	Apples	40
8082010	Pears (European style)	30
8093000	Peaches	40
20041010	Potato sticks, frz, in pkgs > 1.5 kg	15***
20041090	Potatoes, frz, other	26
20052010	Potato chips & sticks, not frz, in pkgs > 1.5 kg	15
20058010	Canned sweet corn	15
20086000	Cherries, otherwise prepared	15

* The reductions noted are subject to the approval of the Legislative Yuan. The two sides expect that the changes will be implemented by July 15, 1998.

** Under the existing two tier tariff structure for grapefruit, Taiwan agreed to move the date the lower duty becomes effective from March up to January, a positive development for U.S. exporters. In addition, the duty for this time period is to be further reduced to a level of 15 percent on January 1, 2000.

*** This tariff is to be further reduced to 12.5% on January 1, 2000.

EXPORT NEWS AND OPPORTUNITIES

USDA amends Russia GSM-102 program to include additional horticultural products

On January 20, the United States Department of Agriculture (USDA) amended the allocation of credit guarantees available to U.S. agricultural commodities to Russia to include additional horticultural products. Dried fruit (raisins, prunes, dates, figs, pears, peaches, apricots and apples) and wine and brandy are now eligible under the Russia GSM-102 program. All other terms and conditions previously announced remain the same.

The GSM-102 program makes available financing for the sales of U.S. agricultural commodities overseas. USDA does not provide financing, but guarantees payments due from foreign banks. USDA typically guarantees 98 percent of the principal and a portion of the interest. The GSM-102 program covers credit terms from 90 days to 3 years.

Under the program, once a firm sale exists, the qualified U.S. exporter applies for a payment guarantee before the date of export. The U.S. exporter pays a fee calculated on the dollar amount guaranteed, based on a schedule of rates applicable to different lengths of credit periods. The CCC-approved foreign bank issues a dollar-denominated, irrevocable letter of credit in favor of the U.S. exporter, ordinarily advised or confirmed by the financial institution in the United States agreeing to extend credit to the foreign bank. The U.S. exporter may negotiate an arrangement to be paid as exports occur by assigning the U.S. financial institution the right to proceeds that may become payable under the guarantee, and later presenting required documents to that financial institution. Such documents normally include a copy of the export report.

If a foreign bank fails to make any payment as agreed, the exporter or the assignee may file a claim with USDA for the amounts due and covered by the guarantee. USDA will pay the U.S. bank and will take on the responsibility

of collecting the overdue amount from the foreign bank.

The table on page 11 presents FY 1998 GSM-102 programs for which USDA has authorized credit guarantees for sales of U.S. horticultural products as of February 13, 1998. Additional information about the GSM-102 program, regulations, country specific press releases and program announcements, and a Monthly Summary of Export Credit Guarantee Program Activity may be accessed on the Internet at:

<http://www.fas.usda.gov/excredits/exp-cred-guar.html>

USDA announces the Southeast Europe Region Supplier Credit Guarantee Program and amends the Mexico Program

On January 7, USDA authorized \$20 million in supplier credit guarantees for sales of U.S. agricultural commodities to the Southeast Europe Region for FY 1998. The Southeast Europe Region consists of Croatia and Slovenia. Exporters may apply on a first-come-first-served basis to cover sales of the following horticultural products: dried fruit, fresh fruit, fresh vegetables, and tree nuts. Coverage up to 50 percent of the principal is offered on credit terms up to a maximum of 180 days.

On February 11, USDA amended the allocation of credit guarantees available for sales of U.S. agricultural commodities to Mexico for FY 1998 to offer coverage on a broader selection of canned fruit. Eligible canned fruit include apples, apricots, blueberries, cherries, grapefruit, oranges, pears, peaches, prunes, raspberries, strawberries, and mixed canned fruit. All other terms and conditions remain the same.

The Supplier Credit Guarantee Program (SCGP) is unique because it covers short-term financing extended directly by U.S. exporters to foreign buyers and requires that the importers sign a promissory note in case of default on the CCC-backed payment guarantee. The SCGP emphasizes high-value and value-added products,

but may include commodities or products that also have been programmed under the GSM-102 program.

The table on page 12 presents the FY 1998 SCGPs for which USDA has authorized credit guarantees for sales of U.S. horticultural products as of February 13, 1998. Additional information about the SCGP, regulations, country specific press releases and program announcements, and a Monthly Summary of Export Credit Guarantee Program Activity may be accessed on the Internet at:

<http://www.fas.usda.gov/excredits/scgp.html>

Note: The GSM will consider requests to establish a SCGP and/or GSM Program for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible. Information on the FY 1998 GSM-102 and Supplier Credit Guarantee Programs.

(For further information on the SCGP or GSM-102 Program for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-9903).

**FY 1998
GSM-102
CREDIT
GUARANTEE
COVERAGE
1/**

Country	Announced Allocation (In Millions of Dollars)
ANDEAN REGION 2/	200.0
ARGENTINA	16.0
BRAZIL	90.0
CENTRAL AMERICA REGION 3/	50.0
CENTRAL EUROPE 4/	10.0
CHINA	100.0
EAST AFRICA REGION 5/	35.0
EGYPT	100.0
INDIA	20.0
INDONESIA	400.0
KAZAKSTAN	5.0
KOREA	100.0
MEXICO	500.0
PHILIPPINES	100.0
POLAND	25.0
RUSSIA	95.0
SOUTHERN AFRICA REGION 6/	50.0
THAILAND	300.0
TUNISIA	30.0
TURKEY	250.0

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of February 13, 1998. FAS news releases are available on the Internet at <http://www.fas.usda.gov/excredits/exp-cred-guar.html>. 2/Bolivia, Chile, Colombia, Ecuador, Peru and Venezuela. 3/Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 4/Czech Republic, Hungary, and Slovakia. 5/Kenya, Uganda, and Tanzania. 6/Angola, Botswana, Burundi, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Seychelles, South Africa, Swaziland, Democratic Republic of the Congo (formerly Zaire), Zambia, and Zimbabwe.

FY 1998 SUPPLIER CREDIT COVERAGE 1/

Country/Commodity	Announced Allocation (In Millions of Dollars)
ANDEAN REGION 2/	10.0
ARGENTINA	3.0
BALTIC REGION 3/	5.0
BRAZIL	10.0
CENTRAL AMERICA REGION 4/	5.0
CENTRAL EUROPE REGION 5/	20.0
ISRAEL	20.0
JAMAICA	5.0
KAZAKSTAN	5.0
MEXICO	20.0
POLAND	10.0
SOUTHEAST ASIA REGION 6/	35.0
SOUTHEAST EUROPE REGION 7/	20.0
TURKEY	10.0

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of February 13, 1998. FAS news releases are available on the Internet at <http://www.fas.usda.gov/excredits/scgp.html>. 2/Bolivia, Chile, Colombia, Ecuador, and Peru. 3/Estonia, Latvia, and Lithuania. 4/Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 5/Czech Republic, Hungary, and Slovakia. 6/Indonesia, Malaysia, Philippines, Singapore, and Thailand. 7/Croatia and Slovenia.

WORLD APPLE SITUATION

Apple production in selected countries in 1997/98 is forecast at 44.7 million metric tons, up 1 percent from the previous year's output. Larger apple crops in major producing countries, such as China, Argentina, and Chile, are likely to offset reduced production in the European Union, Poland, Russia, and the United States. Selected countries' apple exports in 1997/98 are forecast at 4.3 million tons, 1 percent below the previous season's shipments. Reduced exports from the United States will likely offset higher exports from South America, the EU, and China. U.S. apple exports in 1997/98 are forecast at 510,000 tons, 24 percent below last season's shipments. A stronger U.S. dollar vis-a-vis other countries' currencies (especially in Southeast Asian countries), a smaller Washington state apple crop (primarily for export), reduced supplies of good quality fruit, and the recent implementation of Mexico's anti-dumping duty on U.S. apples are expected to slow U.S. apple exports in 1997/98.

NORTHERN HEMISPHERE

United States

The 1997/98 U.S. apple *production* forecast is revised down to 4.6 million tons, 2 percent below the 1996/97 harvest. Decreased production in Washington state offset increases in New York, California, and Michigan. Apple production in Washington state is down 11 percent from last season's output, due primarily to smaller-sized fruit. On the other hand, Michigan's apple production is up 50 percent from the 1996/97 drought-reduced crop. Washington is the largest U.S. apple producing state, accounting for about 50 percent of the total U.S. annual apple crop. New York, California, and Michigan account for about 30 percent.

U.S. apple *exports* in 1997/98 are forecast at 510,000 tons, 24 percent below last season's shipments. Apple exports this season are being adversely impacted by the stronger U.S. dollar vis-a-vis other countries' currencies (particularly in Southeast Asian countries), a smaller Washington state apple crop (primarily for export), reduced supplies of good quality fruit,

and the implementation of Mexico's 101 percent antidumping duty on U.S. Red and Golden delicious apples.

The currency crisis is affecting all the Asian export markets. Industry data as of January 30, 1998, show that U.S. apple exports to the region are down sharply (an average of 40 percent) compared to the same period last year. Exports to the largest Asian market, Taiwan, are down 18 percent compared with the same period last year. Other major apple markets in Asia are similarly affected, such as Indonesia (down 64 percent), Thailand (down 70 percent), and the Philippines (down 54 percent).

However, the currency devaluation crisis is not the only factor behind expected lower U.S. apple shipments. Other factors adversely affecting U.S. apple export are a lower Washington apple crop (down 11 percent) and reduced supplies of good quality exportable fruit (damaged by hail storms in summer). Further compounding the U.S. apple industry's export woes is Mexico's September 1997 decision to impose an antidumping duty of 101.1 percent on imports of U.S. Golden and Red Delicious apples.

Washington state is the largest U.S. apple exporting state, selling about a third of its crop to international markets. Mexico, Taiwan, Indonesia, and Canada represent some of Washington state's biggest customers. Moreover, Mexico accounts for about 15 percent of Washington state foreign sales.

Mexico's government has apparently imposed new import controls that also threaten to hamper access for U.S. apples. Mexican Customs inspectors at the border reportedly are misapplying the antidumping duty to apple varieties other than Red and Golden Delicious. Some shipment of U.S. Red Rome and Jonagold apples were held up at the Mexican border in Laredo because Mexican Customs officials were claiming that they should be assessed the 101.1 percent antidumping duty. These officials have suggested that the additional duty is applicable to Red and Golden Delicious and their mutations. However, Rome and Jonagold apple variety are not "mutations," but rather are distinctly different (i.e., genetically unique) from the Red and Golden Delicious varieties. The U.S. Agricultural Minister-Counselor's office in Mexico City is working with SECOFI in trying to get the Mexican government to define exactly which varieties of apples can be imported into Mexico without being assessed the punitive duty.

Mexico's government is also requiring prospective apple importers to register their intent to import, with only a limited number receiving subsequent approval to proceed, according to reports from the trade and the U.S. Agricultural Minister-Counselor's office in Mexico City. However, the details surrounding this situation remain sketchy at this time and efforts are underway to obtain clarification.

Mexico is an important market for U.S. apples. Exports grew from \$6 million in MY 1991/92 to more than \$80 million in MY 1994/95 before the peso devaluation and subsequently recovered to \$44 million in MY 1996/97. Red and Golden Delicious apples comprise approximately 75-80 percent of total U.S. apple exports to Mexico. Moreover, Mexico is Washington state's number one export market for apples, with some 4.5 million boxes (about 85,000 metric tons) shipped

in 1996/97 (July-June).

Mexico

Mexico's apple *production* forecast for 1997/98 (August-July) has been raised to 520,000 tons, 22 percent above the previous year's crop. Apple production this season was larger in the main producing region of Chihuahua.

The Mexican economy has been recovering from the financial crisis it suffered in 1995 and early 1996. The Mexican Gross Domestic Product (GDP) is expected to increase 5 percent in 1998, while the domestic inflation rate is expected to decrease from 15.7 percent in 1997 to about 12 percent forecast in the current year. Consequently, the consumer purchasing power will likely improve in 1998.

As part of the ongoing antidumping investigation on apples from the United States, Mexico's Secretariat of Commerce and Industrial Development (SECOFI) held a public hearing on Wednesday, January 14 in Mexico City. In advance of that public hearing, apple industry representatives from the two countries met in an attempt to reach a settlement agreement. Unfortunately, while progress was made, the talks ultimately failed to produce an accord.

The purpose of the January 14 SECOFI hearing was to receive testimony from domestic producers, exporters, and importers on the extent to which any alleged dumping may have caused economic injury to Mexico's apple industry. Representatives from the U.S. apple industry participated fully in the public hearing. The hearing concludes the evidence gathering phase of SECOFI'S antidumping investigation. A final determination in this case is expected by late February or early March. In the meantime, the 101.1 percent temporary antidumping duty imposed by Mexico on U.S. apple imports back on September 1, 1997 remains in effect. The extremely high duty has significantly limited sales to what had been a leading export market for Pacific Northwest apple shipments.

China

China's fruit **production**, especially apples, continues to increase. Apple production in 1997/98 is forecast at 8.5 million tons, up 21 percent from last season's output. However, serious drought conditions during the late summer of 1997 in the major producing province of Shandong have impacted fruit quality and size.

Fruit production ranks as China's third largest agricultural sector in value terms, behind grains and vegetables. Most deciduous fruit in China is grown by individual farmers on small parcels of land. Large commercial orchards are a rarity.

Chinese apple **exports** in 1997/98 are forecast at 180,000 tons, 11 percent above 1996/97 shipments. Russia and Southeast Asian countries are China's major apple customers. China's apple exports, however, are currently hampered by poor post-harvest handling procedures and the lack of adequate infrastructure. After harvesting, most of the fruit is stored on the farm, either underground or under straw. This storage method limits the marketing season to three or four months and the quality of fruit drops sharply at season's end (spoilage of fruit ranges from 15 to 25 percent of production). Compounding the problem is the limited and poor transportation infrastructure in China's rural areas where nearly all of the apples are grown. Limited or non-existent cold storage transportation facilities have caused shipment losses and quality degradation.

Overseas investments, however, are occurring in China's apple industry, although at a slow pace. Most foreign investment is directed to the juice processing sector.

SOUTHERN HEMISPHERE

Chile

Chilean apple **production** in 1997/98 is forecast at 950,000 tons, 3 percent above the 1996/97 output. An increase in the number of bearing trees combined with the end of some very dry seasons have boosted Chile's apple production in

recent years. Green apple varieties have had excellent weather during blooming and significant increases in production are expected for these varieties. On the other hand, red apple varieties were affected in some areas by rain during blooming. Red apple varieties account for about 70 percent of total output and are mainly for the European and Middle East markets. The principal green variety, Granny Smith, is used both for the fresh export (mainly Europe and the United States) as well as for concentrated apple juice production.

Chile's apple **exports** in 1997/98 are forecast at 415,000 tons, up 6 percent from last season. A larger apple crop is expected to improve Chile's apple export performance in 1997/98. A deficient apple crop last year, both in quantity and quality, led to a fall in apple exports in 1996/97.

Red apple varieties account for about two thirds of Chile's apple sales overseas, although sweet/sour varieties are increasing their share. This trend is becoming more evident every year as shipments of new varieties, such as Fuji, are increasing significantly.

Chilean apple producers and exporters continue their attempts to implement a mandatory quality control program. Despite almost a universal consensus between industry and government representatives on the need to reinforce Chile's quality control measures, the status of quality control has not changed for several years. In 1997/98, the fruit sector will maintain the voluntary fruit export quality program for apples and other fruits shipped to the United States and Europe.

Since there are no mandatory quality controls, Chilean apple exporters concentrate their efforts on promotional campaigns, diversifying export markets and trade liberalization. Chile has free trade agreements with Canada, Mexico, Colombia, Venezuela, and Ecuador. Chile has also made progress in establishing phytosanitary agreements and protocols with several countries, including Japan, South Korea, Hong Kong, China, the Philippines, Malaysia, New Zealand, Venezuela, Colombia, and Mexico. The Chilean

apple industry recently gained official access to the Chinese market.

After many years of efforts on the part of USDA/APHIS/FAS and the U.S. industry to overcome its plant quarantine restrictions, Chile issued permits for the importation of apples from the United States. The first 43 boxes of Washington State Red and Golden Delicious apples arrived in Santiago on December 4, 1997. Following a temporary delay at port due to a quarantine-related concern, the apples were released and the bulk of the 43 carton shipment was subsequently delivered to Jumbo Supermarket, the largest supermarket chain in Santiago. The public acceptance was reported to be excellent, with favorable accompanying media coverage.

New Zealand

Apple **production** in New Zealand in 1997/98 is forecast at 581,000 tons, slightly above last season's output. Weather conditions have been favorable with only a few minor hail problems in December 1997. Last season's apple crop was hit hard by repeated hail storms and unfavorable weather conditions, resulting in crop losses, small fruit size, and color problems. In general, the quality of New Zealand's 1996/97 apple crop was poorer than in previous years.

New Zealand's apple **exports** in 1997/98 are forecast at 315,000 tons, up 8 percent from shipments in 1996/97. Increased production of good quality fruit has boosted export prospects in 1997/98. Moreover, the impact of the financial troubles in Southeast Asia is not expected to affect overall apple exports this season because of the low level of shipments to that region compared to exports to America and Europe. The United States, Canada, and the EU are New Zealand's major apple customers.

Faced with last season's poor apple crop and increasingly competitive international markets, New Zealand's Apple and Pear Marketing Board (APMB) implemented a plan to increase New Zealand's competitive advantage overseas. Part of the plan is to set up strict grade standards,

which will be enforced by the APMB for the first time in 1997/98. The new grade standards encourage growers to respond to market signals for larger, well-colored fruit. Moreover, APMB is reassessing its quality approach to European Union (EU) markets, following a disastrous 1996/97 marketing season. Last year, fruit quality problems adversely affected an estimated 40 percent of the apples shipped to the United Kingdom, New Zealand's largest single market.

Also, APMB is combining marketing strategies with Zespri International (the marketing arm of the restructured New Zealand Kiwifruit Marketing Board) by merging their sales and marketing operations in the United Kingdom. The merged sales and marketing operations mean that key business partners will have a single point of contact for New Zealand apples, pears, and kiwifruit in the United Kingdom.

Argentina

Argentine apple **production** in 1997/98 is forecast at 1.4 million tons, 3 percent above the 1996/97 output. Decreased production prospects in Mendoza, due to hail storms during October, were offset by new plantations in Rio Negro and Neuquen coming into production this season. Argentina's apple production is located in Rio Negro (75 percent), Neuquen (15 percent), and Mendoza (10 percent).

Apple **exports** from Argentina in 1997/98 are forecast at 240,000 tons, up slightly above 1996/97 shipments. The apple export season is from February to December, with the months of heaviest export flow being March, April, and May. Brazil is Argentina's main apple customer, followed by the Netherlands, Belgium, and Norway.

(For further information on production and trade, contact Samuel Rosa at 202-720-6086. For information on marketing, contact James Carlson at 202-720-7931)

TABLE 1
APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawal
NORTHERN HEMISPHERE COUNTRIES								
EUROPEAN UNION (EU)								
Austria								
1994/95	286,700	146,900	15,000	301,700	30,000	258,700	13,000	0
1995/96	324,200	156,600	50,800	375,000	75,000	275,000	25,000	0
1996/97	316,200	162,400	61,000	377,200	74,200	278,000	25,000	0
1997/98 F	323,300	162,700	53,000	376,300	85,000	276,000	15,300	0
Belgium-Luxembourg								
1994/95	527,650	526,550	100,244	627,894	170,366	298,558	142,500	16,470
1995/96	513,935	512,740	187,908	701,843	245,442	281,171	175,000	230
1996/97	298,588	296,988	230,365	528,953	188,365	239,792	100,000	796
1997/98 F	369,105	367,905	200,000	569,105	210,000	238,355	120,000	750
Denmark								
1994/95	77,500	37,500	31,600	109,100	1,600	85,000	22,000	500
1995/96	65,000	30,000	38,057	103,057	1,756	86,301	15,000	0
1996/97	65,000	30,000	40,402	105,402	2,193	93,209	10,000	0
1997/98 F	71,000	33,000	40,000	111,000	2,000	99,000	10,000	0
France								
1994/95	2,166,300	2,128,300	86,200	2,252,500	642,800	953,400	275,000	381,300
1995/96	2,088,500	2,055,500	53,000	2,141,500	860,000	912,500	275,000	94,000
1996/97	2,047,400	2,012,400	60,000	2,107,400	800,000	950,400	275,000	82,000
1997/98 F	1,952,500	1,917,500	60,000	2,012,500	825,000	887,500	275,000	25,000
Germany								
1994/95	2,079,600	879,600	671,858	2,751,458	65,078	1,859,980	800,000	26,400
1995/96	1,372,600	572,600	965,184	2,337,784	42,511	1,544,973	750,000	300
1996/97	1,878,100	878,100	737,906	2,616,006	48,475	1,783,617	780,000	3,914
1997/98 F	1,500,000	800,000	850,000	2,350,000	45,000	1,595,000	710,000	0
Greece								
1994/95	321,996	309,096	17,870	339,866	20,065	222,801	2,000	95,000
1995/96	300,581	288,481	12,748	313,329	20,931	212,398	2,000	78,000
1996/97	350,000	336,000	10,000	360,000	16,000	222,500	1,500	120,000
1997/98 F	300,000	288,000	15,000	315,000	15,000	208,500	1,500	90,000
Italy								
1994/95	2,153,000	2,113,000	39,000	2,192,000	488,000	1,228,000	450,000	26,000
1995/96	1,889,000	1,849,000	51,000	1,940,000	474,100	1,075,900	390,000	0
1996/97	2,025,000	1,985,000	13,000	2,038,000	327,800	1,255,138	450,000	5,062
1997/98 F	1,790,000	1,750,000	50,000	1,840,000	300,000	1,140,000	400,000	0
Netherlands								
1994/95	590,000	530,000	277,736	867,736	350,676	419,221	70,218	27,621
1995/96	595,000	535,000	370,063	965,063	501,578	381,293	81,800	392
1996/97	490,000	440,000	300,000	790,000	370,000	337,900	78,100	4,000
1997/98 F	420,000	380,000	335,000	755,000	400,000	301,000	50,000	4,000
Spain								
1994/95	739,400	714,400	143,400	882,800	34,800	682,000	141,000	25,000
1995/96	842,900	817,900	147,300	990,200	47,800	692,000	180,400	70,000
1996/97	893,600	849,000	103,200	996,800	64,500	670,000	150,000	112,300
1997/98 F	908,500	863,100	95,000	1,003,500	60,000	682,000	190,000	71,500
Sweden								
1994/95	70,000	20,000	90,000	160,000	1,500	151,500	7,000	0
1995/96	67,516	17,516	84,306	151,822	1,385	145,437	5,000	0
1996/97	67,638	17,638	83,299	150,937	1,691	144,246	5,000	0
1997/98 F	69,400	19,400	85,000	154,400	1,500	147,900	5,000	0
United Kingdom								
1994/95	275,892	275,892	434,809	710,701	53,101	626,480	30,348	772
1995/96	198,721	198,721	427,220	625,941	33,439	569,826	21,859	817
1996/97	194,278	194,278	407,776	602,054	28,440	552,760	20,223	631
1997/98 F	112,752	112,752	470,000	582,752	13,935	557,601	11,000	216

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(METRIC TONS)

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawal
SUBTOTAL EU								
1994/95	9,288,038	7,681,238	1,907,717	11,195,755	1,857,986	6,785,640	1,953,066	599,063
1995/96	8,257,953	7,034,058	2,387,586	10,645,539	2,303,942	6,176,799	1,921,059	243,739
1996/97	8,625,804	7,201,804	2,046,948	10,672,752	1,921,664	6,527,562	1,894,823	328,703
1997/98 F	7,816,557	6,694,357	2,253,000	10,069,557	1,957,435	6,132,856	1,787,800	191,466
OTHER NORTHERN HEMISPHERE COUNTRIES								
Bulgaria								
1994/95	76,477	57,400	16,159	92,636	597	44,600	38,239	9,200
1995/96	90,000	72,000	13,128	103,128	424	50,000	42,704	10,000
1996/97	180,000	146,000	5,823	185,823	2,962	70,861	92,000	20,000
1997/98 F	150,000	120,000	6,000	156,000	2,500	60,000	78,500	15,000
Canada								
1994/95	553,483	553,483	100,952	654,435	76,762	357,673	220,000	0
1995/96	608,217	608,217	100,739	708,956	99,232	370,724	239,000	0
1996/97	483,410	483,410	107,354	590,764	105,162	305,602	180,000	0
1997/98 F	506,000	506,000	110,000	616,000	100,000	316,000	200,000	0
China, Peoples Republic of								
1994/95	11,125,000	7,787,500	3,438	11,128,438	107,212	10,464,976	556,250	0
1995/96	14,007,662	9,804,662	9,540	14,017,202	149,324	13,167,495	700,383	0
1996/97	17,040,000	12,240,000	8,787	17,048,787	161,614	16,034,734	852,439	0
1997/98 F	18,500,000	13,700,000	9,000	18,509,000	180,000	17,429,000	900,000	0
Hungary								
1994/95	610,000	330,000	3,400	613,400	101,200	162,200	350,000	0
1995/96	353,000	250,000	45,000	398,000	34,000	131,000	233,000	0
1996/97	551,900	300,000	31,100	583,000	57,100	165,000	360,900	0
1997/98 F	470,000	270,000	18,000	488,000	50,000	160,000	278,000	0
Japan								
1994/95	989,300	909,700	8,900	998,200	1,800	814,000	182,400	0
1995/96	963,300	879,100	1,089	964,389	2,506	798,883	163,000	0
1996/97	899,200	808,700	338	899,538	3,625	760,913	135,000	0
1997/98 F	982,000	882,200	1,000	983,000	5,000	808,000	170,000	0
Mexico								
1994/95	488,000	438,000	80,000	568,000	0	483,000	85,000	0
1995/96	413,230	373,230	81,200	494,430	0	424,430	70,000	0
1996/97	426,720	406,720	108,300	535,020	0	455,020	80,000	0
1997/98 F	520,000	500,000	8,500	528,500	0	458,500	70,000	0
Norway								
1994/95	45,291	16,593	42,354	87,645	0	67,344	2,700	17,601
1995/96	52,559	22,596	39,344	91,903	0	67,646	3,042	21,215
1996/97	43,161	14,865	40,064	83,225	0	65,020	1,964	16,241
1997/98 F	49,180	19,911	36,000	85,180	0	62,259	2,910	20,011
Poland								
1994/95	1,441,000	1,241,000	26,560	1,467,560	115,100	354,460	998,000	0
1995/96	1,288,000	1,088,000	27,400	1,315,400	74,000	341,400	900,000	0
1996/97	1,952,000	1,752,000	10,000	1,962,000	180,000	682,000	1,100,000	0
1997/98 F	1,900,000	1,700,000	15,000	1,915,000	180,000	635,000	1,100,000	0
Romania								
1994/95	525,000	450,000	7,000	532,000	30,000	410,000	77,000	15,000
1995/96	500,000	420,000	7,900	507,900	40,000	372,900	85,000	10,000
1996/97	510,000	440,000	5,000	515,000	35,000	350,000	117,000	13,000
1997/98 F	490,000	410,000	5,500	495,500	35,000	320,000	129,500	11,000
Russian Federation								
1994/95	1,154,000	804,000	423,960	1,577,960	1,520	744,600	503,700	328,140
1995/96	1,094,000	785,000	407,350	1,501,350	310	710,000	480,500	310,540
1996/97	1,755,000	1,300,000	364,600	2,119,600	630	820,000	850,500	448,470
1997/98 F	1,550,000	1,150,000	400,000	1,950,000	500	790,000	860,000	299,500

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APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawal
Serbia/Montenegro								
1994/95	148,000	103,000	0	148,000	0	103,000	45,000	0
1995/96	141,000	96,000	12,000	153,000	1,000	93,000	59,000	0
1996/97	240,000	150,000	0	240,000	1,200	158,800	80,000	0
1997/98 F	205,000	125,000	1,000	206,000	500	120,500	85,000	0
Slovakia								
1994/95	57,000	53,000	14,400	71,400	4,400	54,000	13,000	0
1995/96	38,100	35,100	800	38,900	400	32,500	6,000	0
1996/97	79,100	73,600	27,000	106,100	12,300	68,800	25,000	0
1997/98 F	90,000	83,000	18,000	108,000	18,000	70,000	20,000	0
Taiwan								
1994/95	8,469	8,469	131,744	140,213	23	140,190	0	0
1995/96	9,482	9,482	110,433	119,915	0	119,915	0	0
1996/97	8,251	8,251	131,750	140,001	0	140,001	0	0
1997/98 F	10,000	10,000	131,000	141,000	0	141,000	0	0
Turkey								
1994/95	2,095,000	2,095,000	8,378	2,103,378	30,021	1,968,607	104,750	0
1995/96	2,100,000	2,100,000	1,336	2,101,336	47,226	1,949,110	105,000	0
1996/97	2,200,000	2,200,000	1,000	2,201,000	50,000	2,041,000	110,000	0
1997/98 F	2,200,000	2,200,000	1,000	2,201,000	50,000	2,041,000	110,000	0
United States 2/								
1994/95	5,216,545	5,216,545	126,404	5,342,949	697,829	2,392,940	2,252,180	0
1995/96	4,801,281	4,801,281	168,729	4,970,010	562,555	2,345,059	2,062,396	0
1996/97	4,713,738	4,713,738	166,096	4,879,834	666,857	2,341,906	1,871,071	0
1997/98 F	4,638,713	4,638,713	160,000	4,798,713	510,000	2,288,713	2,000,000	0
SUBTOTAL OTHER NORTHERN HEMISPHERE COUNTRIES								
1994/95	24,532,565	20,063,690	993,649	25,526,214	1,166,464	18,561,590	5,428,219	369,941
1995/96	26,459,831	21,344,668	1,025,988	27,485,819	1,010,977	20,974,062	5,149,025	351,755
1996/97	31,082,480	25,037,284	1,007,212	32,089,692	1,276,450	24,459,657	5,855,874	497,711
1997/98 F	32,260,893	26,314,824	920,000	33,180,893	1,131,500	25,699,972	6,003,910	345,511
TOTAL NORTHERN HEMISPHERE COUNTRIES								
1994/95	33,820,603	27,744,928	2,901,366	36,721,969	3,024,450	25,347,230	7,381,285	969,004
1995/96	34,717,784	28,378,726	3,413,574	38,131,358	3,314,919	27,150,861	7,070,084	595,494
1996/97	39,708,284	32,239,088	3,054,160	42,762,444	3,198,114	30,987,219	7,750,697	826,414
1997/98 F	40,077,450	33,009,181	3,173,000	43,250,450	3,088,935	31,832,828	7,791,710	536,977
SOUTHERN HEMISPHERE COUNTRIES								
Argentina								
1994/95	1,146,000	1,146,000	6,206	1,152,206	243,320	282,000	626,886	0
1995/96	1,253,480	1,253,480	8,551	1,262,031	207,867	431,002	623,162	0
1996/97	1,401,700	1,401,700	4,000	1,405,700	235,000	394,000	776,700	0
1997/98 F	1,443,300	1,443,300	4,000	1,447,300	240,000	450,000	757,300	0
Australia								
1994/95	345,000	345,000	0	345,000	38,097	171,000	135,903	0
1995/96	279,000	279,000	0	279,000	21,007	151,000	106,993	0
1996/97	369,000	369,000	0	369,000	35,000	176,000	158,000	0
1997/98 F	277,000	277,000	0	277,000	25,000	150,000	102,000	0
Brazil								
1994/95	483,200	483,200	245,032	728,232	12,085	676,147	40,000	0
1995/96	527,400	527,400	355,000	882,400	12,000	750,400	120,000	0
1996/97	630,000	630,000	350,000	980,000	25,000	892,000	63,000	0
1997/98 F	670,000	670,000	360,000	1,030,000	45,000	920,000	65,000	0

TABLE 1
APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawal
Chile								
1994/95	860,000	850,000	0	860,000	432,600	92,000	335,400	0
1995/96	910,000	900,000	0	910,000	442,000	92,000	376,000	0
1996/97	920,000	910,000	72	920,072	390,000	93,000	437,072	0
1997/98 F	950,000	940,000	240	950,240	415,000	93,500	441,740	0
New Zealand								
1994/95	480,700	431,700	94	480,794	321,900	53,000	105,894	0
1995/96	546,000	501,000	110	546,110	324,000	52,000	170,110	0
1996/97	569,000	529,000	167	569,167	292,000	52,000	225,167	0
1997/98 F	581,000	541,000	110	581,110	315,000	52,000	214,110	0
South Africa, Republic of								
1994/95	576,737	576,737	0	576,737	213,780	209,693	153,264	0
1995/96	702,500	702,500	0	702,500	208,750	246,250	247,500	0
1996/97	639,026	639,026	0	639,026	170,416	252,440	216,170	0
1997/98 F	660,000	660,000	0	660,000	180,000	260,000	220,000	0
TOTAL SOUTHERN HEMISPHERE COUNTRIES								
1994/95	3,891,637	3,832,637	251,332	4,142,969	1,261,782	1,483,840	1,397,347	0
1995/96	4,218,380	4,163,380	363,661	4,582,041	1,215,624	1,722,652	1,643,765	0
1996/97	4,528,726	4,478,726	354,239	4,882,965	1,147,416	1,859,440	1,876,109	0
1997/98 F	4,581,300	4,531,300	364,350	4,945,650	1,220,000	1,925,500	1,800,150	0
WORLD TOTAL								
1994/95	37,712,240	31,577,565	3,152,698	40,864,938	4,286,232	26,831,070	8,778,632	969,004
1995/96	38,936,164	32,542,106	3,777,235	42,713,399	4,530,543	28,873,513	8,713,849	595,494
1996/97	44,237,010	36,717,814	3,408,399	47,645,409	4,345,530	32,846,659	9,626,806	826,414
1997/98 F	44,658,750	37,540,481	3,537,350	48,196,100	4,308,935	33,758,328	9,591,860	536,977

1/ Data for Northern Hemisphere countries are for a July/June marketing year, except for Mexico and France which are August/July. In the Southern Hemisphere the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February 1 of the second year indicated, and New Zealand where the year starts in October 1 of the first year indicated. For Austria, processing apples are not included in production.

2/ U.S. import/export estimates based on U.S. Census of the Bureau data, through November 1997, and trade contacts.
F= Forecast

TABLE 2: U.S. APPLE EXPORTS
MARKETING YEARS 1994/95-1996/97
(JULY-JUNE)
METRIC TONS

Country of Destination	1994/95	1995/96	1996/97	% Change 95/96-96/97
1 Taiwan	115,342	101,650	119,711	18
2 Canada	80,941	78,790	90,464	15
3 Mexico	87,269	80,802	89,659	11
4 Indonesia	43,268	49,455	61,667	25
5 Hong Kong	74,782	49,741	45,932	(8)
6 Thailand	34,223	27,217	27,686	2
7 Philippines	16,522	16,258	25,765	58
8 Malaysia	20,216	16,634	25,739	55
9 United Kingdom	28,090	22,740	23,152	2
10 Saudi Arabia	28,219	13,014	19,483	50
11 United Arab Emirates	17,311	7,676	17,411	127
12 Brazil	21,751	13,207	16,009	21
13 Singapore	19,056	10,602	12,320	16
14 Russian Federation	9,805	8,714	9,848	13
15 Colombia	10,189	7,142	7,982	12
16 Venezuela	7,864	4,435	7,330	65
17 Guatemala	2,281	5,402	6,665	23
18 Israel	5,440	1,459	6,096	318
19 Costa Rica	6,871	5,741	5,702	(1)
20 Sweden	4,967	3,943	5,057	28
21 Dominican Republic	3,657	3,771	5,010	33
22 Finland	3,190	4,523	4,409	(3)
23 Argentina	74	211	3,458	1,543
24 Kuwait	3,710	2,777	3,440	24
25 Panama	3,194	2,116	3,232	53
26 Ecuador	5,004	2,034	2,213	9
27 Vietnam	2,832	2,324	1,734	(25)
28 Egypt	2,716	1,969	1,654	(16)
29 Iceland	1,954	1,589	1,635	3
30 Honduras	1,281	1,343	1,504	12
31 Bangladesh	817	470	1,480	215
32 Ireland	2,283	1,554	1,454	(6)
33 Sri Lanka	1,085	858	1,024	19
34 Trinidad and Tobago	550	817	929	14
35 Norway	189	514	924	80
36 Japan	10,450	1,403	877	(37)
37 Cambodia	426	223	818	267
38 Netherlands	2,055	832	769	(8)
39 Peru	348	200	553	177
40 Guyana	275	244	531	118
41 India	7	35	523	1,393
42 Haiti	640	601	522	(13)
43 Nicaragua	175	163	503	208

continued--

TABLE 2: U.S. APPLE EXPORTS
MARKETING YEARS 1994/95-1996/97
(JULY-JUNE)
METRIC TONS

Country of Destination	1994/95	1995/96	1996/97	% Change 95/96-96/97
44 Bahrain	118	0	493	N/A
45 Pakistan	14	0	345	N/A
46 El Salvador	578	561	328	(42)
47 Belgium	554	418	296	(29)
48 French Polynesia	314	408	259	(36)
49 Greece	2,206	801	233	(71)
50 New Caledonia	66	30	208	585
51 Netherlands Antilles	153	128	167	30
52 China	885	1,377	166	(88)
53 Martinique	322	551	152	(72)
54 Barbados	420	248	147	(41)
55 New Zealand	105	125	120	(4)
56 Spain	3,387	482	119	(75)
57 Jamaica	52	444	119	(73)
58 Aruba	321	108	101	(7)
59 Belize	187	43	94	120
60 Bermuda	78	46	88	89
61 Kenya	0	0	62	N/A
62 Guadeloupe	233	376	61	(84)
63 French Guiana	60	63	61	(4)
64 Malta & Gozo	54	70	57	(19)
65 Cayman Islands	10	39	53	39
66 The Bahamas	67	44	43	(4)
67 Germany	47	149	39	(74)
68 Korea, Republic of	189	16	37	140
69 Suriname	0	0	28	N/A
70 Grenada	13	29	24	(19)
71 Brunei	0	0	20	N/A
72 France	1,684	0	19	N/A
73 Uruguay	71	337	18	(95)
74 Australia	8	82	18	(78)
75 St. Vincent and the Grena	17	11	9	(13)
76 Antigua and Barbuda	7	0	0	0
77 Chile	11	64	0	(100)
78 Dominica	0	4	0	(100)
79 Fiji	45	124	0	(100)
80 Italy	4,107	0	0	0
81 Jordan	0	60	0	(100)
82 Mauritius	0	17	0	(100)
83 Montserrat	0	2	0	(100)
84 Portugal	37	37	0	(100)
85 St. Lucia	15	13	0	(100)
GRAND TOTAL	697,829	562,555	666,857	19

N/A: Not Available

Source: U.S. Bureau of the Census

WORLD FRESH PEAR SITUATION

Pear production in selected countries in 1997/98 is forecast at 5.7 million metric tons, down 6 percent from 1996/97. The downturn mainly reflects a sharp reduction in European Union (EU) pear production, especially in Italy. Selected countries' pear exports in 1997/98 are expected to decrease 5 percent from the previous season's shipments, based primarily on reductions in the EU pear crops. U.S. pear exports in 1997/98, on the other hand, are forecast to increase 30 percent to a record 155,000 tons. Increased production of good quality fruit in Washington, California, and Oregon and the related decline in U.S. pear prices, combined with smaller EU exportable supplies, have boosted U.S. pear export prospects in 1997/98. The EU and the United States combined normally account for more than 50 percent of selected countries' pear exports. Intra-EU trade accounts for most of the EU pear exports. U.S. principal pear customers are Canada, Mexico, Brazil, and Taiwan, in that order.

NORTHERN HEMISPHERE

United States

U.S. pear **production** in 1997/98 is forecast at 947,102 tons, 27 percent above last season's output and close to the 1994/95 record of 949,052 tons. Excellent spring and early summer weather in the three major U.S. producing states (Washington, California, and Oregon) have boosted U.S. production of good quality fruit in 1997/98. Washington, California, and Oregon account for more than 95 percent of total U.S. pear production.

U.S. pear **exports** in 1997/98 are forecast at a record 155,000 tons, 30 percent above last season's shipments and 8 percent above the previous record in 1995/96. Ample supplies of good quality fruit at more competitive prices is boosting U.S. pear exports in 1997/98. All Asian markets, except Taiwan, are showing increases over last season's shipments. According to industry data as of January 30, 1998, U.S. pear exports to Asia are up 10 percent compared to

the same period last season. This is due both to a much larger U.S. crop and a decline in U.S. pear prices of 30 to 40 percent. Moreover, the U.S. pear industry's vulnerability to sales losses in Asia is not too large because most Asian markets are still in the development stage. In addition, the Asian markets take more U.S. specialty pears, such as the red varieties. These pears, and many of the other U.S. varieties imported, are sold in supermarkets to the upper income shoppers, who are less affected by higher prices than most of the population.

However, U.S. pear exports to the largest Asian market, Taiwan, are down 25 percent compared with the same period last year. The loss of importer confidence, due to the devaluation of the currency against the U.S. dollar, has slowed U.S. pear shipments to Taiwan this season.

Strong demand for U.S. pears is expected to continue in 1997/98 from major customers, such as Canada, Mexico, and Brazil. Increased sales have been reported in some EU countries, such as Sweden, the Netherlands, Germany, and the

United Kingdom and this trend is expected to continue.

SOUTHERN HEMISPHERE

Argentina

Argentina's pear production in 1997/98 is forecast at 598,500 tons, up 4 percent from last season's output, due to favorable weather conditions in the main pear producing regions. Fruit is reported to be of very good quality.

Pear exports from Argentina in 1997/98 are forecast at 290,000 tons, slightly above 1996/97 shipments as a result of an anticipated larger crop. The Argentine fresh pear marketing season is year around with the bulk marketed February through April. Major customers are Brazil, the EU, and the United States.

Chile

Chilean pear production in 1997/98 is forecast at 257,000 tons, 2 percent above last season's crop. The increase in pear production is based on more trees coming into production. In addition, the Chilean pear crop is not expected to be adversely affected by the unusual weather conditions associated with the El Nino phenomenon.

Chile's pear exports in 1997/98 are forecast at 164,000 tons. The EU is Chile's largest export market, followed by the United States. During the last few years, sales to the Far East and Latin American markets have showed significant growth. Although there is no mandatory quality control program for pears, most producers have agreed to join voluntary quality control programs to increase average export prices and avoid the negative economic returns of the past.

(For further information on production and trade, contact Samuel Rosa at 202-720-6086. For information on marketing, contact James Carlson at 202-720-7931)

Canada, Mexico, and Brazil Account for About Three Quarters of Total U.S. Pear Exports

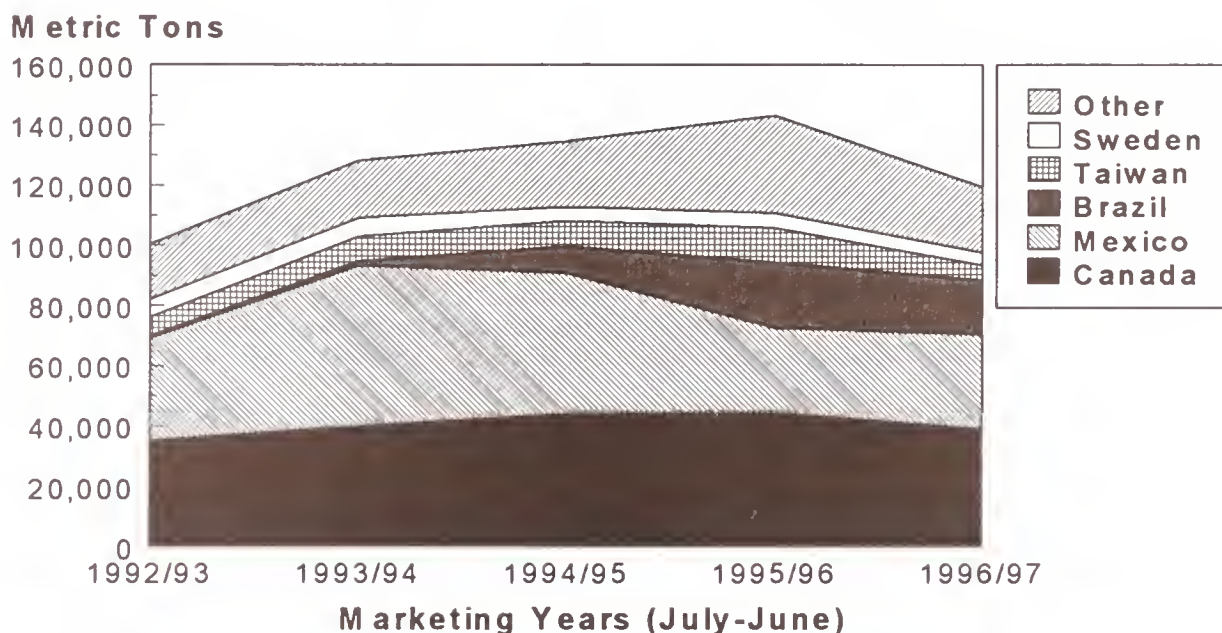


TABLE 1
PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
NORTHERN HEMISPHERE COUNTRIES								
EUROPEAN UNION (EU)								
Austria								
1994/95	37,600	7,300	22,400	60,000	0	60,000	0	0
1995/96	46,500	6,100	15,000	61,500	500	61,000	0	0
1996/97	41,400	5,700	19,100	60,500	2,000	58,500	0	0
1997/98 F	42,100	5,500	18,000	60,100	0	60,100	0	0
Belgium-Luxembourg								
1994/95	155,090	154,540	14,452	169,542	99,826	58,586	8,000	3,130
1995/96	157,285	156,955	48,741	206,026	98,957	92,600	12,000	2,469
1996/97	138,500	138,200	67,117	205,617	134,921	59,083	10,000	1,613
1997/98 F	130,350	130,150	70,000	200,350	130,000	59,830	10,000	520
Denmark								
1994/95	7,800	5,800	8,500	16,300	200	16,050	0	50
1995/96	7,400	5,600	9,134	16,534	112	16,372	0	50
1996/97	6,300	4,700	13,328	19,628	243	19,385	0	0
1997/98 F	7,300	5,500	13,000	20,300	200	20,100	0	0
France								
1994/95	343,600	336,800	84,200	427,800	80,200	279,500	45,000	23,100
1995/96	320,900	314,900	65,000	385,900	77,500	240,400	45,000	23,000
1996/97	354,300	347,600	80,000	434,300	90,000	254,300	45,000	45,000
1997/98 F	252,600	247,600	100,000	352,600	75,000	227,600	45,000	5,000
Germany								
1994/95	328,700	300,000	189,994	518,694	6,026	292,821	219,675	172
1995/96	319,600	280,000	208,224	527,824	11,000	264,500	252,269	55
1996/97	317,000	280,000	206,347	523,347	7,567	270,000	245,780	0
1997/98 F	304,800	280,000	195,000	499,800	7,000	249,800	243,000	0
Greece								
1994/95	72,995	70,805	9,004	81,999	657	68,872	10,550	1,920
1995/96	55,500	53,830	11,789	67,289	804	58,285	7,700	500
1996/97	64,000	62,000	10,000	74,000	1,800	62,700	8,000	1,500
1997/98 F	55,000	53,200	12,000	67,000	1,000	58,000	7,500	500
Italy								
1994/95	1,022,000	962,000	153,000	1,175,000	177,000	881,000	110,000	7,000
1995/96	958,000	900,000	93,800	1,051,800	149,200	792,600	110,000	0
1996/97	1,074,000	1,014,000	43,200	1,117,200	168,300	813,386	110,000	25,514
1997/98 F	700,000	640,000	150,000	850,000	100,000	660,000	90,000	0
Netherlands								
1994/95	140,000	125,000	84,344	224,344	141,728	79,200	1,092	2,324
1995/96	165,000	148,000	104,822	269,822	180,623	83,933	4,266	1,000
1996/97	135,000	121,500	110,000	245,000	170,000	69,800	4,900	300
1997/98 F	130,000	117,000	120,000	250,000	160,000	84,500	5,000	500
Spain								
1994/95	543,000	518,000	21,000	564,000	77,500	439,000	22,500	25,000
1995/96	469,000	454,000	41,000	510,000	65,500	415,700	20,800	8,000
1996/97	656,500	623,700	22,300	678,800	90,800	454,000	34,050	99,950
1997/98 F	589,000	560,000	20,000	609,000	70,000	450,000	35,000	54,000
Sweden								
1994/95	5,800	1,000	30,000	35,800	260	35,540	0	0
1995/96	8,000	2,000	28,291	36,291	176	36,115	0	0
1996/97	6,200	1,200	33,660	39,860	90	39,770	0	0
1997/98 F	4,000	1,000	35,000	39,000	100	38,900	0	0

continued-

TABLE 1
PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
United Kingdom								
1994/95	25,846	25,846	106,500	132,346	1,550	130,229	516	51
1995/96	34,846	34,846	112,379	147,225	3,738	142,537	697	253
1996/97	40,207	40,207	117,953	158,160	4,825	152,206	804	325
1997/98 F	24,726	24,726	132,774	157,500	2,255	154,695	400	150
SUBTOTAL EU								
1994/95	2,682,431	2,507,091	723,394	3,405,825	584,947	2,340,798	417,333	62,747
1995/96	2,542,031	2,356,231	738,180	3,280,211	588,110	2,204,042	452,732	35,327
1996/97	2,833,407	2,638,807	723,005	3,556,412	670,546	2,253,130	458,534	174,202
1997/98 F	2,239,876	2,064,676	865,774	3,105,650	545,555	2,063,525	435,900	60,670
OTHER NORTHERN HEMISPHERE COUNTRIES								
Bulgaria								
1994/95	33,009	9,000	206	33,215	58	13,000	17,657	2,500
1995/96	21,500	5,000	150	21,650	30	7,602	11,868	2,150
1996/97	21,000	4,800	100	21,100	25	7,800	11,175	2,100
1997/98 F	20,900	4,800	100	21,000	25	7,800	11,175	2,000
Canada								
1994/95	15,793	15,793	59,556	75,349	86	69,420	5,843	0
1995/96	11,325	11,325	58,639	69,964	809	64,155	5,000	0
1996/97	14,564	14,564	56,785	71,349	658	65,591	5,100	0
1997/98 F	13,500	13,500	60,000	73,500	500	67,700	5,300	0
Japan								
1994/95	431,100	398,200	0	431,100	3,800	426,760	540	0
1995/96	400,300	368,200	17	400,317	6,121	393,696	500	0
1996/97	396,800	365,900	14	396,814	4,652	391,662	500	0
1997/98 F	426,800	393,200	0	426,800	5,000	421,300	500	0
Mexico								
1994/95	30,000	26,000	46,800	76,800	0	74,800	2,000	0
1995/96	27,700	25,700	28,600	56,300	0	55,300	1,000	0
1996/97	36,490	34,490	32,650	69,140	0	67,140	2,000	0
1997/98 F	37,000	35,000	36,000	73,000	0	71,000	2,000	0
Norway								
1994/95	3,185	1,675	13,856	17,041	0	15,606	0	1,435
1995/96	3,263	1,715	15,096	18,359	0	16,825	105	1,429
1996/97	2,551	1,173	16,067	18,618	0	17,900	80	638
1997/98 F	3,281	1,717	15,000	18,281	0	17,133	90	1,058
Russian Federation								
1994/95	36,000	22,000	47,100	83,100	30	75,000	8,000	70
1995/96	189,000	133,000	133,750	322,750	20	275,000	45,000	2,730
1996/97	246,400	170,400	96,670	343,070	30	275,000	61,060	6,980
1997/98 F	210,000	150,000	130,000	340,000	50	275,000	58,000	6,950
Serbia/Montenegro								
1994/95	73,000	56,000	0	73,000	0	53,000	20,000	0
1995/96	67,000	51,000	0	67,000	0	40,000	27,000	0
1996/97	91,000	66,000	0	91,000	0	52,000	39,000	0
1997/98 F	73,000	56,000	0	73,000	0	39,000	34,000	0
Turkey								
1994/95	410,000	410,000	56	410,056	8,336	381,220	20,500	0
1995/96	410,000	410,000	30	410,030	12,902	376,628	20,500	0
1996/97	415,000	415,000	0	415,000	13,000	381,250	20,750	0
1997/98 F	415,000	415,000	0	415,000	13,000	381,250	20,750	0
United States 2/								
1994/95	949,052	949,052	48,038	997,090	134,774	413,758	448,558	0
1995/96	860,240	860,240	57,341	917,581	143,313	415,930	358,338	0
1996/97	744,573	744,573	77,993	822,566	119,497	381,925	321,144	0
1997/98 F	947,102	947,102	55,000	1,002,102	155,000	431,547	415,555	0

continued-

TABLE 1
PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
SUBTOTAL OTHER NORTHERN HEMISPHERE COUNTRIES								
1994/95	1,981,139	1,887,720	215,612	2,196,751	147,084	1,522,564	523,098	4,005
1995/96	1,990,328	1,866,180	293,623	2,283,951	163,195	1,645,136	469,311	6,309
1996/97	1,968,378	1,816,900	280,279	2,248,657	137,862	1,640,268	460,809	9,718
1997/98 F	2,146,583	2,016,319	296,100	2,442,683	173,575	1,711,730	547,370	10,008
TOTAL NORTHERN HEMISPHERE COUNTRIES								
1994/95	4,663,570	4,394,811	939,006	5,602,576	732,031	3,863,362	940,431	66,752
1995/96	4,532,359	4,222,411	1,031,803	5,564,162	751,305	3,849,178	922,043	41,636
1996/97	4,801,785	4,455,707	1,003,284	5,805,069	808,408	3,893,398	919,343	183,920
1997/98 F	4,386,459	4,080,995	1,161,874	5,548,333	719,130	3,775,255	983,270	70,678
SOUTHERN HEMISPHERE COUNTRIES								
Argentina								
1994/95	491,000	491,000	2,557	493,557	222,402	119,500	151,655	0
1995/96	492,777	492,777	261	493,038	238,842	121,943	132,253	0
1996/97	574,640	574,640	300	574,940	285,000	140,000	149,940	0
1997/98 F	598,500	598,500	300	598,800	290,000	140,500	168,300	0
Australia								
1994/95	155,215	155,215	70	155,285	22,228	69,214	63,843	0
1995/96	159,242	159,242	62	159,304	22,695	69,952	66,657	0
1996/97	155,800	155,800	30	155,830	25,000	69,900	60,930	0
1997/98 F	156,000	156,000	50	156,050	25,000	70,000	61,050	0
Chile								
1994/95	236,000	234,000	0	236,000	146,800	56,000	33,200	0
1995/96	252,000	250,000	0	252,000	162,000	56,000	34,000	0
1996/97	252,000	250,000	0	252,000	162,000	56,000	34,000	0
1997/98 F	257,000	255,000	0	257,000	164,000	56,500	36,500	0
New Zealand								
1994/95	20,700	16,200	94	20,794	4,320	12,500	3,974	0
1995/96	18,820	14,220	131	18,951	3,347	12,500	3,104	0
1996/97	20,200	15,700	150	20,350	4,505	12,600	3,245	0
1997/98 F	20,620	16,220	150	20,770	4,700	12,600	3,470	0
South Africa, Republic of								
1994/95	256,390	256,390	0	256,390	103,724	43,758	108,908	0
1995/96	242,500	242,500	0	242,500	85,000	46,250	111,250	0
1996/97	276,874	276,874	0	276,874	111,509	50,374	114,991	0
1997/98 F	283,845	283,845	0	283,845	117,835	53,110	112,900	0
TOTAL SOUTHERN HEMISPHERE COUNTRIES								
1994/95	1,159,305	1,152,805	2,721	1,162,026	499,474	300,972	361,580	0
1995/96	1,165,339	1,158,739	454	1,165,793	511,884	306,645	347,264	0
1996/97	1,279,514	1,273,014	480	1,279,994	588,014	328,874	363,106	0
1997/98 F	1,315,965	1,309,565	500	1,316,465	601,535	332,710	382,220	0
WORLD GRAND TOTAL								
1994/95	5,822,875	5,547,616	941,727	6,764,602	1,231,505	4,164,334	1,302,011	66,752
1995/96	5,697,698	5,381,150	1,032,257	6,729,955	1,263,189	4,155,823	1,269,307	41,636
1996/97	6,081,299	5,728,721	1,003,764	7,085,063	1,396,422	4,222,272	1,282,449	183,920
1997/98 F	5,702,424	5,390,560	1,162,374	6,864,798	1,320,665	4,107,965	1,365,490	70,678

1/ Data for Northern Hemisphere countries are for a July/June marketing year, except for Mexico and France which are August/July. In the Southern Hemisphere the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February of the second year indicated, and New Zealand where the year starts in October of the first year indicated.

2/ U.S. import/export estimates based on U.S. Census of the Bureau data, through November 1997, and trade contacts.
F= Forecast

TABLE 2: U.S. PEAR EXPORTS
MARKETING YEARS 1994/95/1996/97
(JULY-JUNE)
METRIC TONS

Country of Destination	1994/95	1995/96	1996/97	% Change 95/96-96/97
1 Canada	43,892	44,348	38,954	(12)
2 Mexico	46,838	28,430	31,547	11
3 Brazil	8,882	21,747	17,969	(17)
4 Taiwan	8,547	11,438	5,066	(56)
5 Sweden	4,599	4,836	4,306	(11)
6 Russia	566	2,337	3,109	33
7 Saudi Arabia	2,654	1,710	2,487	45
8 Colombia	1,901	2,711	2,174	(20)
9 Hong Kong	3,165	3,186	1,573	(51)
10 United Arab Emirates	966	1,837	1,468	(20)
11 Venezuela	2,354	1,850	1,294	(30)
12 Indonesia	207	1,173	1,175	0
13 Netherlands	2,070	4,390	1,073	(76)
14 Israel	347	4,978	1,032	(79)
15 Germany	424	445	785	76
16 Panama	603	1,449	775	(47)
17 Costa Rica	653	474	728	54
18 Iceland	22	133	539	306
19 Ireland	391	220	503	129
20 Singapore	847	1,096	500	(54)
21 Guatemala	460	150	390	160
22 United Kingdom	919	682	328	(52)
23 Malaysia	304	491	290	(41)
24 Dominican Republic	174	130	262	101
25 Finland	568	610	203	(67)
26 Honduras	191	174	201	15
27 Kuwait	233	234	167	(29)
28 Norway	56	0	137	N/A
29 Ecuador	351	438	89	(80)
30 French Polynesia	78	99	65	(34)
31 Bahrain	422	40	60	50
32 Peru	465	765	46	(94)
33 Philippines	0	33	46	37
34 Pakistan	0	0	46	N/A
35 Trinidad and Tobago	111	61	45	(26)
36 Japan	326	57	30	(48)
37 Vietnam	0	39	16	(58)
38 Italy	79	0	15	N/A
39 El Salvador	0	13	7	(44)
40 Australia	5	0	0	0
continued--				

TABLE 2: U.S. PEAR EXPORTS
MARKETING YEARS 1994/95/1996/97
(JULY-JUNE)
METRIC TONS

Country of Destination	1994/95	1995/96	1996/97	% Change 95/96-96/97
41 Belgium	0	359	0	(100)
42 Bermuda	0	3	0	(100)
43 China	20	37	0	(100)
44 Denmark	19	0	0	0
45 France	29	0	0	0
46 Guyana	0	20	0	(100)
47 Haiti	16	20	0	(100)
48 Korea, Republic of	16	0	0	0
49 Malta & Gozo	0	13	0	(100)
50 New Caledonia	7	0	0	0
51 Spain	0	40	0	(100)
52 Thailand	0	18	0	(100)
GRAND TOTAL	134,774	143,313	119,497	(17)

Source: U.S. Bureau of the Census

World Update on Table Grapes and U.S. Export Performance

Grape exports from selected countries in 1997 are estimated at 1.7 million tons, down marginally from 1996. Chilean table grape exports declined 12 percent because of a late spring drought, which reduced exportable supplies. U.S. table grape exports in 1997 reached 268,846 tons, up 25 percent from 1996, based on higher production and the opening of new markets, such as China and Chile. Canada, Hong Kong, and Mexico were the top three export markets for U.S. grapes. However, U.S. export gains slowed at the end of 1997 as currency devaluations in Southeast Asia made U.S. exports more expensive. Southern Hemisphere grape exports in 1998 are forecast to decrease 3 percent because of unfavorable weather caused by El Niño in Chile. Chile's 1998 grape exports are forecast at 430,000 tons, down 5 percent.

Southern Hemisphere Outlook

Argentina

Table grape production (harvested December 1997 through May 1998) for 1998 is forecast at 110,000 tons, down 8 percent from the previous season because of unfavorable weather in the Mendoza Province. Mendoza and San Juan are the two principal table grape producing regions of Argentina. However, two other provinces, Catamarca and La Rioja, are coming into the market with Perle, Superior and Thompson grapes.

Total table grape exports in calendar year (CY) 1997 are estimated at 14,000 tons. For the period January through October 1997, Belgium and Brazil were Argentina's principal markets, with each respectively accounting for 41 and 40 percent of Argentina's total shipments. In 1998, Argentine table grape exports are forecast at the same level as 1997 shipments.

Total imports in CY 1997 are estimated at 2,500 metric tons. Brazil remains the principal supplier of table grapes to Argentina; supplying approximately 43 percent of total imports. Imports from the United States have increased 1,232 percent to 214 tons in 1997 with the lifting of the ban on California horticultural

products. Argentina had established the ban in October 1995 in response to earlier detections of oriental fruit fly in Southern California. Argentine imports in 1998 are forecast at the same level as in 1997.

Chile

Table grape production is forecast at 820,000 tons in 1998 as increased snowfall assured sufficient water supplies. Over the next few years, Chile should have a sufficient water supplies; however, grape output is expected to decline because of reduced yields from aging rootstock and a halt in new plantings.

In 1997, Chile's table grape production is estimated at 815,000 tons, down 6 percent from 1996. Table grape production was lower because of a drought which affected most growing areas until late spring. Also the industry reports quality problems, mainly for red varieties. Chilean table grape exports in 1997 declined 12 percent to 450,000 tons. The United States, the Netherlands and the United Kingdom remain the 3 largest export markets for Chilean table grapes.

Chile produces over 35 varieties of table grapes for export. Thompson Seedless, Flame Seedless and Ribier account for the majority of production. A significant increase in production of the Red Globe variety is expected in the next few years.

Chilean table grape exports in 1998 are forecast to decrease 5 percent to 430,000 tons. El Niño caused excess moisture, unexpected rains and many cloudy days during the late spring and early summer affecting the quality of production. Grapes are splitting in some areas and the minimum size of grapes is not being obtained in others.

Chile is a net exporter of table grapes. In 1998, Chilean imports are forecast to reach 200 tons, up 18 percent from 1997. In 1997, Chile imported table grapes from the United States after years of joint government/private sector efforts to address Chile's phytosanitary restrictions. Imports from the United States totaled 169 tons. The industry is optimistic and expects table grape imports from the United States to continue.

South Africa

Table grape production in 1998 is forecast at 165,000 tons, up 6 percent from 1997. There was not a significant change in South Africa's table grape production from 1996 to 1997; production level was 156,000 tons.

South Africa's grape exports are expected to rebound in 1998. Table grape exports in 1998 are forecast to increase 5 percent to 105,000 tons.

Revised Northern Hemisphere

It is too early to make reliable forecasts for the Northern Hemisphere countries for calendar year 1998.

Data for the Northern Hemisphere have been revised since the November issue of the World Horticultural Trade & U.S. Export Opportunities. Grape production in the Northern Hemisphere for 1997 has been increased from 7.2 million to 7.3 tons.

United States

U.S. table grape production in 1997 is estimated at 852,276 tons, 22 percent above the previous year's output. California accounts for over 90 percent of total U.S. table grape production.

California's grape production in 1997 is estimated at 825,370 tons, up 23 percent from 1996. Quality is reported as above average.

U.S. table grape exports in 1997 reached 268,846 tons, up 25 percent based on higher production and the opening of new markets, such as China and Chile. In volume terms, Canada, Hong Kong, and Mexico were the top three export markets for U.S. grapes. Mexico replaced Taiwan as the third largest market. Initially, some industry sources expected exports to exceed the above forecast; however, currency devaluations in Southeast Asia, major U.S. markets, slowed U.S. export gains.

For further information on supply, distribution and trade, contact Yvette Wedderburn Bomersheim at 202-720-9903. For information on marketing opportunities contact James Carlson at 202-720-0911.

Table Grapes: Production, Supply, and Distribution in Selected Countries

Country/Year	Total Production	Total Imports	Total Supply	Exports, Fresh Only	Domestic Fresh Consump	For Processing	Withdrawal From Market
Metric tons, net weight							
Northern Hemisphere							
France							
1996	126,000	130,900	256,900	14,800	242,100	0	0
1997	98,700	150,000	248,700	12,000	236,700	0	0
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Greece							
1996	315,661	400	316,061	106,470	140,851	64,000	4,740
1997	330,000	400	330,400	110,000	145,400	70,000	5,000
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Italy							
1996	1,580,000	11,000	1,591,000	533,500	757,500	300,000	0
1997	1,550,000	11,000	1,561,000	530,000	731,000	300,000	0
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Spain							
1996	427,000	8,100	435,100	96,800	296,600	41,700	0
1997	363,100	15,000	378,100	90,000	260,000	28,100	0
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Japan							
1996	244,400	6,750	251,150	6	225,144	26,000	0
1997	253,100	8,000	261,100	10	233,090	28,000	0
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Mexico							
1996	103,620	21,700	125,320	60,400	64,920	0	0
1997	110,000	23,000	133,000	77,000	56,000	0	0
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Turkey							
1996	3,700,000	110	3,700,110	30,000	1,820,110	1,850,000	0
1997	3,700,000	0	3,700,000	30,000	1,820,000	1,850,000	0
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A
United States							
1996	696,145	359,826	1,055,971	215,009	840,962	0	0
1997	852,276	359,928	1,212,204	268,846	943,358	0	0
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Subtotal Northern Hemisphere							
1996	7,192,826	538,786	7,731,612	1,056,985	4,388,187	2,281,700	4,740
1997	7,257,176	567,328	7,824,504	1,117,856	4,425,548	2,276,100	5,000
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Continued --

Table Grapes: Production, Supply, and Distribution in Selected Countries

Country/Year 1/	Total Production	Total Imports	Total Supply	Exports, Fresh Only	Domestic Fresh Consump	For Processing	Withdrawal From Market
Metric tons, net weight							
Southern Hemisphere Countries							
Argentina							
1996	96,800	3,006	99,806	12,250	73,556	14,000	0
1997	120,000	2,500	122,500	14,000	90,500	18,000	0
1998F	110,000	2,500	112,500	14,000	82,500	16,000	0
Chile							
1996	865,000	0	865,000	513,000	91,500	260,500	0
1997	815,000	170	815,170	450,000	91,900	273,270	0
1998F	820,000	200	820,200	430,000	92,000	298,200	0
South Africa							
1996	156,000	0	156,000	102,000	51,000	3,000	0
1997	156,000	0	156,000	100,000	53,000	3,000	0
1998F	165,000	0	165,000	105,000	56,000	4,000	0
Subtotal Southern Hemisphere							
1996	1,117,800	3,006	1,120,806	627,250	216,056	277,500	0
1997	1,091,000	2,670	1,093,670	564,000	235,400	294,270	0
1998F	1,095,000	2,700	1,097,700	549,000	230,500	318,200	0
Total Selected Countries							
1996	8,310,626	541,792	8,852,418	1,684,235	4,604,243	2,559,200	4,740
1997	8,348,176	569,998	8,918,174	1,681,856	4,660,948	2,570,370	5,000
1998F	N/A	N/A	N/A	N/A	N/A	N/A	N/A

F= Forecast.

1/ EU data include intra-EU trade.

2/The estimate is based exclusively on the NASS forecast.

Source: U.S. Agricultural Attache Reports.

United States: Table Grape Exports

1993-1997 1/

Destination	1993	1994	1995	1996	1997
Metric tons, net weight					
Canada	111,282	102,703	102,903	86,965	97,299
Hong Kong	18,267	21,082	28,159	38,632	58,132
Mexico	9,001	24,379	11,188	10,859	23,875
Philippines	5,955	8,946	9,034	12,703	15,756
Taiwan	12,898	15,107	12,784	16,359	11,974
Malaysia	4,018	4,228	6,470	5,887	7,494
United Kingdom	5,023	3,931	7,387	4,678	5,561
Singapore	6,655	5,945	5,828	4,675	5,329
Indonesia	4,357	4,038	5,020	4,778	5,294
New Zealand	2,426	4,362	3,630	4,006	4,895
All Others	23,931	24,134	26,926	25,467	33,237
Total	203,813	218,855	219,329	215,009	268,846

1/Calendar year data.

Source: U.S. Census data.

United States: Table Grape Imports

1993-1997 1/

Origin	1993	1994	1995	1996	1997
Metric tons, net weight					
Chile	279,205	280,910	263,824	292,896	272,333
Mexico	41,305	41,074	80,492	60,033	75,713
South Africa	0	567	3,004	3,218	7,450
All Others	957	1,409	2,346	3,679	4,432
Total	321,467	323,960	349,666	359,826	359,928

1/Calendar year data.

Source: U.S. Census data.

Prune Situation and Outlook in Selected Countries

Prune production in selected Northern Hemisphere countries in 1997/98 declined by an estimated 18 percent to 225,500 tons. The decline, however, is looked upon favorably by the prune industry, especially in France and the United States, which have been plagued in recent years by excessively high stocks, high production, and lower prices, especially for small prune sizes. Selected country Northern Hemisphere exports are forecast to increase 7 percent in 1997/98 to 92,200 tons, based on expected strong international demand boosted by promotional campaigns. Production and exports also increased in Chile in 1997. U.S. prune exports in 1997/98 are forecast at a record 70,000 tons, based on expected strong sales to Japan and the Netherlands Antilles.

France

France is the second largest prune producer after the United States. French prune production is estimated to have declined by more than 57 percent in 1997/98 due to excessive rains and cold temperatures during the blossoming and harvesting seasons. However, based on large beginning stocks, french prune exports are expected to increase in 1997/98.

French producers to uproot 3,000 hectares of prunes by the year 2000

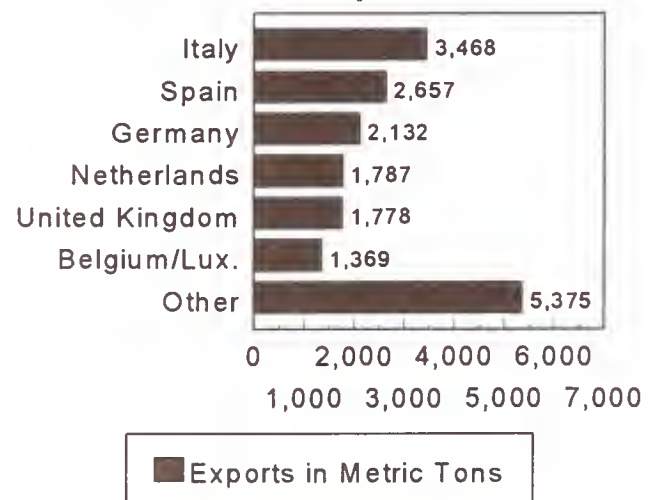
The producers working with the Economic Committee for Prunes and the processors have developed an agreement under which approximately 700 hectares of prunes were uprooted this season and an additional 3,000 hectares will be uprooted in the next 2 years. This effort is part of a plan to control production and maintain prices. Additional components of the plan include: commitments of processors to purchase from producers a minimum percentage of the previous year's harvest, to destroy small fruits which have a low value, and for producers to store the surplus production. Only old trees will be replaced.

Prune exports to rise again in 1997/98

Exports of French prunes in 1996/97 increased 7 percent from the previous year due to strong demand and large supplies. In 1997/98 exports are forecast to increase again because of large supplies resulting from large carry-in stocks. Major markets for French prunes include Italy, Spain, Belgium-Luxembourg, Germany and the Netherlands.

Promotional efforts in these countries focus on the health benefits of French prunes. The French Prune Marketing Board develops promotional activities (ie. commercials, seminars, supermarket promotions) using funds from producer and industry taxes which totaled FF 37 million in 1996/97 and will be FF 32.5 million in 1997/98 (US\$1 = FF 5.11). This year the board will also hold "Prune Weeks" in company cafeterias where a cook will prepare a starter dish, a main course, and a dessert with prunes. Promotions are also being organized in cooperation with 15 ski resorts and the French Ski School.

French Prune Exports 1996/97



Source: U.S. Agricultural Attache Reports

However, French prune consumption is forecast to fall 24 percent in 1997/98 because of likely higher exports. Approximately 80 percent domestic prunes are consumed as dried fruit. The remaining 20 percent are processed into

juice, creams, syrup, and other specialty products.

France does not restrict imports of prunes. However, imported prunes must pass an inspection and meet quality standards. An import certificate from the French Interprofessional Fruits and Vegetables Association and a deposit of FF 9.57/100kg is also required. The customs duty is 11.2 percent ad valorem. Due to adequate supplies, prune imports into France have remained at low levels.

United States

California prune production is forecast at 192,000 tons in 1997/98, 5 percent below the previous year. Although the bearing acreage increased by 1 percent to 81,200 acres, yields decreased 6 percent this season. California is the major producer of prunes. Smaller plum/prune producing states include Idaho, Michigan, Washington, and Oregon. Because of concerns over high stocks and lower prices, the industry has attempted to control production in recent years by discouraging and reducing plantings. The industry has also suggested that old orchards be removed and trees pruned to increase the fruit size. It is reported that small prunes, which bring lower prices, are being diverted into cattle feed and other uses. It is hoped that eventually this will help reduce ending stocks which are estimated at a record 102,000 tons in 1996/97 and are forecast to rise again in 1997/98 to another record of 126,000 tons.

Prune exports to Japan climb sharply

U.S. prune exports increased in 1996/97 by 9 percent to 66,951 tons, valued at nearly \$139 million. Major markets for U.S. prune exports include Japan, Germany, Italy, the United Kingdom and Canada, respectively. Sales to Singapore in 1996/97 increased dramatically from 756 tons in 1995/96 to 3,292 tons in 1996/97. The Scandinavian countries are also a significant market for U.S. prunes. In 1997/98 U.S. prune exports are forecast to increase 5 percent to 70,000 tons due to adequate supplies and promotional campaigns.

For the 1997/98 marketing year (August 1997-July 1998), the California Prune Board received over \$2.5 million to market California prunes under the Market Access Program (MAP). MAP funding is currently being used to market prunes

in China, Germany, Italy, Japan, Mexico, Saudi Arabia, and the United Kingdom. The marketing focus in most of these countries is to encourage the consumption of prunes as a healthy, convenient, low-fat snack. In addition, prunes and prune puree are marketed in the United States and other countries as an ingredient in bakery products and other recipes.

In Japan, the leading U.S. market, the target audience is women ages 20-59, men 40-59, as well as men and women over 60. The marketing strategy emphasizes the high quality of California prunes, which are a healthy staple to be eaten every day. By featuring Suzuke prunes (pickled prunes in vinegar/lemon juice) the marketing focus can be expanded to family consumption, men's consumption, and mealtime consumption--because of the Japanese belief in vinegar's ability to stimulate appetite--as opposed to the traditional market of snack consumption by women.

In the United Kingdom, the marketing cornerstone is National Prune Week in March. Media coverage and sampling activities before, during, and after this week create consumer awareness of the positive health benefits of snacking on California prunes. The general target audience is younger women and mothers concerned about their health and the health of their family, but also includes athletes and others looking for a healthy, high-energy snack.

Domestic U.S. prune consumption rose by 8 percent in 1996/97 due to increased supplies and domestic promotions. Consumption is forecast to rise slightly to 98,000 tons in 1997/98.

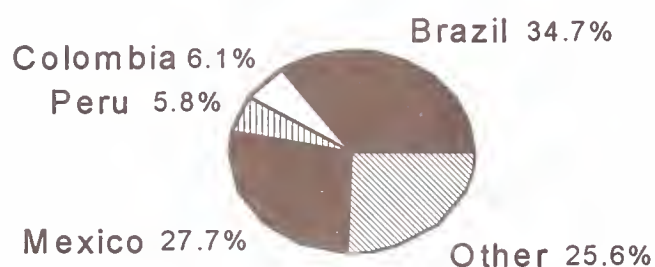
Chile

The 1996 prune crop is estimated at 16,000 tons, 5 percent below the previous year. The crop quality was excellent, but cold weather during the blooming period had adversely affected yields. The 1997 prune harvest is estimated to have increased 10 percent because of a hot summer with little rain, which contributed to the excellent quality of the crop.

Prunes are planted between regions V (San Felipe) and VII (Talca). The largest concentration (85 percent of plantings) is in the Santiago Metropolitan Region VI. Prunes are harvested between February and April and are shipped between April and November. Prunes in Chile are primarily sun-dried and hand-picked, which

reportedly increase their sugar content and overall quality.

Chilean Prune Exports 1996



Exports in Metric Tons

Source: U.S. Agricultural Attache Reports

Exports of Chilean prunes decreased 6 percent in 1996 due to lower supplies. Exports in 1997 are estimated to have increased by 10 percent because of increased production. Major markets for Chilean prunes are Brazil, Mexico and other Latin American countries. The average price for exported prunes in 1996/97 was US \$1,485, a decrease of 9 percent below the previous year's level. Ninety percent of Chilean prunes are exported with the remaining, mostly lower quality prunes, sold in the domestic market. Approximately 12 firms export prunes from Chile, one of which accounts for half of all prune exports.

Yugoslavia

Yugoslavia's (Serbia and Montenegro) 1996/97 prune harvest has been revised downward from 7,000 to 5,700 tons due to decreased production of marketable prunes and credit shortages. The Yugoslavian economy has also been adversely affected by United Nations Sanctions (which were completely lifted October 1, 1996). Production is forecast to decrease further in 1997/98 to 5,000 tons for similar reasons.

Exports are expected to increase from 1,000 tons in 1996/97 to 2,200 tons in 1997/98 due to expected lower domestic consumption. Some prunes, originally designated for export in 1996/97, were processed into plum brandy. The industry prefers that the prunes be exported because of better returns. In 1996/97, 80

percent of Yugoslavian prunes were exported to Russia in exchange for natural gas. The remaining prunes were exported to Austria, Macedonia, and Slovenia. Trade with Russia is expected to continue in 1997/98. Although the future of the prune industry remains uncertain, the Yugoslavian government is expected to contribute more financial support next season to the prune industry and other export-oriented sectors.

(For further information on production, supply, distribution, and trade, contact Stephanie Riddick at 202-720-9792. For information on marketing opportunities contact Kelly Strzelecki 202-690-1341.)

PRUNES: PRODUCTION, SUPPLY, AND DISTRIBUTION
(Metric Tons)
Marketing Years 1993/94 - 1997/98

Country/ Marketing Year	Beginning Stocks	Production	Imports	Exports	Domestic 2/ Consumption	Ending Stocks
Northern Hemisphere						
France						
1995/96	10,748	61,280	800	17,370	28,838	26,620
1996/97	26,620	66,700	583	18,566	39,297	36,040
1997/98 F	36,040	28,500	700	20,000	30,000	15,240
Yugoslavia						
1995/96	1,150	2,750	0	100	2,700	1,100
1996/97	1,100	5,700	0	1,000	4,800	1,000
1997/98 F	1,000	5,000	0	2,200	2,800	1,000
United States 3/						
1995/96	50,530	164,201	256	61,669	89,995	63,323
1996/97	63,323	202,302	466	66,951	97,308	101,832
1997/98 F	101,832	192,000	400	70,000	98,000	126,232
Northern Hemisphere Total						
1995/96	62,428	228,231	1,056	79,139	121,533	91,043
1996/97	91,043	274,702	1,049	86,517	141,405	138,872
1997/98 F	138,872	225,500	1,100	92,200	130,800	142,472
Southern Hemisphere						
Chile						
1995	58	16,850	0	15,702	1,150	56
1996	56	16,000	0	14,726	1,250	80
1997	80	17,600	0	16,250	1,320	110

1997/98 figures are forecast. Marketing Years begin in August in the United States, September in France, October in Yugoslavia, January in Chile. 2/ Domestic Consumption includes processed prunes for juice. 3/ Production includes dried prunes for California only.
Sources: U.S. Agricultural Attaches. USDA/NASS estimates. USDA/ERS estimates. U.S. Department of Commerce. Industry.

U.S. EXPORTS OF PRUNES
MARKETING YEARS (August/July) 1993/94-1996/97
METRIC TONS

Destination	1993/94	1994/95	1995/96	1996/97
Canada	4,683	4,320	4,167	4,234
Mexico	1,019	846	975	1,091
Sweden	2,492	2,189	1,734	1,812
Finland	2,057	2,002	1,565	1,768
Denmark	1,410	1,464	2,494	1,614
United Kingdom	3,617	4,943	5,489	5,473
Netherlands	3,798	2,965	2,878	1,959
France	2,057	2,002	1,565	1,768
Germany	10,952	10,549	11,492	10,201
Spain	901	1,083	1,221	1,337
Italy	6,245	6,521	6,593	5,676
Singapore	784	730	756	3,292
Japan	14,216	13,614	13,183	14,928
Other	6,272	6,587	7,557	11,798
Grand Total	60,503	59,815	61,669	66,951

Source: U.S. Bureau of the Census

Northern Hemisphere Wine Situation and Outlook

Wine production in 1997 in the selected Northern Hemisphere wine producing countries (France, Italy, Spain, and the United States) is estimated at 164.4 million hectoliters (hl), down 3 percent from the previous year. Production is estimated down because of lower production levels in France and Italy. Nevertheless, France maintained its title as the world's largest wine producer in 1997 with production estimated at 55.5 million hl, 7 percent below 1996. Italian wine production in 1997 is estimated at 50 million hl, down 15 percent from last year. The 1997 Italian output is the lowest level in 40 years. Wine production in Spain and the United States increased in 1997. Spanish production is estimated at 34.4 million hl in 1997, up 5 percent from last year. U.S. wine production is estimated to reach a record 25 million hl in 1997, 32 percent above the previous year's output. U.S. wine exports (including cider, fermented beverages, and must) in 1997 reached a record \$415 million, the 13th consecutive record breaking year, and a 30 percent gain from the previous year. The top three U.S. wine export markets were the United Kingdom, Canada, and Japan.

The European Union (EU) remains the major producer and consumer of wine in the world. The 3 largest wine producing countries (France, Italy, and Spain) are all members of the EU. Production levels during 1997 for France (55.5 million hl), Italy (50 million hl), and Spain (34.4 million hl) are estimated at 139.4 million hl, down 8 percent because of lower production in France and Italy.

Reduced wine production in the major EU wine producing countries during the past few years has made some of the issues of the Common Agricultural Policy (CAP) Reform for wine less topical. The CAP Reform for wine was not approved by the EU Commission. Lower expenditures on the distillation programs also have eased the pressure for reform. However, it has been announced that a new and re-oriented proposal will be released next spring. Industry sources indicate the new proposal may maintain certain support measures, such as storage aid, vineyard restructuring and upgrading programs as well as domestic market development enhancement. Also, it is expected that uprooting

programs, particularly in Spain, will be relaxed. It is also anticipated that the current vineyard planting ban will be maintained. With respect to chaptalization, the practice of adding sugar during fermentation to increase alcohol content, a compromise is expected to be reached between the Northern and Southern European countries.

In December 1997, the EU Agricultural Ministers extended the U.S./EU Wine Accord until the end of 1998. The terms of U.S.-EU wine trade are governed by the 1983 Wine Accord, which expired in 1993. Under the 1983 Accord, the United States obtained temporary derogations from EU restrictions on certain enological (wine-making) practices and from certain cumbersome certification procedures.

France

World's Largest Wine Producer

France maintained its title as the world's largest wine producer in 1997. The 1997 wine output is estimated at 55.5 million hectoliters, down 7

percent from the previous year because of lack of rain. Also in certain regions in France, mainly the Southwest, some vines were affected by diseases which resulted in severe damage and a decrease in production. The decline will affect mainly table wine instead of "quality" (VQPRD) wine. The 3 largest French wine producing regions (Languedoc-Roussillon, Charentes/Aquitaine, and Provence/Alps/Cote d'Azur) represented 72 percent of total French production.

France also leads the world in per capita consumption of wine. French wine consumption is estimated at 60 liters, down more than 50 percent since 1970. In response to increasing competition in Europe and in view of changing consumer preferences in France and foreign countries, ONIVINS and SOPEXA have launched advertising campaigns targeting both domestic and export markets. On the domestic side, campaigns focus on regional wines; however, the focus is on "quality" (VQPRD) wines for international markets.

In 1996, the total value of French wine exports increased 9 percent from the previous year to \$4.8 billion. French wine exports in 1996 totaled 13.6 million hl, up 13 percent from the previous year. French exports represent more than 30 percent of total French production, or one bottle out of every three bottles. Other EU member states remain the largest export markets for French wine. Other growing markets for French wine include Hong Kong, Taiwan, and Malaysia. French exports to the United Kingdom (\$84 million), Germany (\$84 million), and the United States (\$64 million) increased by 10 percent.

Total French imports in 1996 decreased 14 percent in volume to 5.2 million hl and increased 4 percent in value to \$509 million. Most of the French imports consist of bulk table wine, representing 68 percent of total wine imports. France's major suppliers were Italy, Portugal and Spain, with each supplying respectively 3.3 million hl, 0.5 million hl, and 0.8 million hl.

Italy

Lowest Production Level in 40 Years

Italian wine production in 1997 is estimated at 50 million hl, down 15 percent from the previous year. Production is estimated at the lowest level in the last 40 years. Unfavorable weather (frosts) last April, dramatically cut yields in many leading producing regions. However, the 1997 vintage is expected to be remembered as one of the best, in terms of quality for the whole century. Weather conditions sharply cut yields but also supported excellent crop development. As a result the average quality of the production is considered "excellent." For example, in Piedmont, the 1997 vintage is claimed to be the best in the last 50 years, especially for the most prestigious red wines, like Barolo, Barbaresco and Barbera.

Italian exports in 1996 declined to 13.4 million hl, down 22 percent from 1995, mainly due to the lower import demand from other EU countries. The drop in exports mainly affected shipments of bulk table wines as well as the less expensive "spumanti" wines. The main destinations for Italian wine were Germany (38 percent), France (23 percent), and the United States (8 percent) in volume terms. Italian exports to France consist mainly of bulk table wines (96 percent of total) while 80 percent of total shipments to the United States are bottled wine. Significant volumes of Italian wine were also exported to Switzerland, Canada, and Japan. The Ministry of Foreign Trade allocated approximately \$0.7 million to be channeled through the ICE (Italian Trade Commission) for foreign promotion, such as wine tastings, trade shows, etc.

The dramatic drop in Italian wine exports was a consequence of: (1) the low 1995 domestic crop, which reduced stocks; (2) the record high domestic prices that affected export demand; (3) the appreciation of the Italian lira on the currency market, making exports more expensive; and (4) the reduction of import demand from other EU countries (primarily Spain, France, and Germany) where in previous years, reduced domestic crops increased bulk, relatively cheap wine imports

from Italy.

Italian wine exports are expected to have recovered slightly in 1997. During the period January through June 1997 Italian shipments rose by 3 percent in volume and 2 percent in value for the same period in 1996. Germany continues to be the main export market for Italian wines. Shipments to the United States have also increased, partly a result of the stronger dollar which makes Italian wines less expensive. However, exports to France declined 20 percent for the period January through June 1997. Exports to the United Kingdom remained stable.

Italy is the second largest wine producer; it imports less than 4 percent of total consumption. Imports totaled 0.5 million hl in 1996. Imports increased 34 percent in volume terms due to larger imports of relatively cheap French and Spanish wines because of the record high domestic wine prices. Imports are forecast at about the same level for 1997.

Spain

Spain Remains Third Largest Wine Producer

Spain's vineyard acreage is the largest in the world, accounting for 17 percent of global vineyard area. EU uprooting programs have contributed to lower Spanish vineyard area, which has fallen from about 1.5 million hectares a decade ago to about 1.1 million in 1996/97. Nevertheless, total Spanish wine production ranks only third behind France and Italy. Spanish production is lower mainly due to limited rainfall, poor soils in certain areas, and the restrictive measures on vineyard irrigation.

Spain's 1997 wine vintage is currently estimated at 34.4 million hl, up 1.5 million hl from a year earlier. In terms of volume, this year's wine crop is an average vintage and is made up of about 10.8 million hl of quality wines, 17.6 million hl of table wine and 6 million hl of other types and must. Substantial increases in some of the largest producing areas such as Castilla-La Mancha and Estremadura have more than offset decreases in other wine producing areas.

Unfavorable weather conditions such as frost in central Spain and hail in eastern Spain reduced wine yields in areas such as Ribera del Duero, Valencia, and Galicia.

Spanish wine exports in 1996 are estimated at 7.2 million hl. Wine exports did not recover from pre-drought export levels. The rest of the EU continues to be the dominant foreign destination for all types of Spanish wines, followed by the United States and Canada for quality wines, and certain African markets for table wines.

In 1997 and 1998, Spanish wine exports are forecast to increase because of reduced supplies of other EU wine producing countries coupled with more normal domestic crops.

In 1996, total Spanish wine imports fell dramatically in terms of volume from 259 million liters to 119 million liters. In terms of value, imports declined from \$148 million to \$80 million, especially for table wines. Due to more normal grape crops in the last two years, Spanish wine imports are forecast to decline substantially in 1997 and remain stagnant or increase moderately in 1998.

United States

Record Level Production and Exports

U.S. wine production in 1997 is estimated at a record 25 million hl, up 32 percent above the previous year's output. The wine grape crush is estimated at a record 3.6 million tons in 1997, up 32 percent from 1996. California accounted for approximately 3.5 million tons, 96 percent of total U.S. grape crush.

As wine production reached record levels in 1997, U.S. wine exports also boomed. U.S. wine exports (including cider, fermented beverages, and must) reached a record \$415 million in 1997, up 30 percent from the previous year. Grape wine represented most of the \$415 million of wine exports, except \$27 million, consisting of fermented beverages and cider. U.S. wine shipments reached 2.2 million hectoliters (hl) in 1997, up 26 percent over the same period of the preceding year. More varieties of higher quality

U.S. wine, robust foreign demand, and market promotion efforts all boost U.S. wine exports.

The three top markets for U.S. wines are Canada, the United Kingdom (U.K.) and Japan, which together accounted for about 54 percent of the value of 1997 exports. The most impressive value gains of 1997 were in Taiwan (up 303 percent); Hong Kong (up 125 percent); and France (up 89 percent). The export base for U.S. wine is also expanding, with significant new markets developing in both Europe (Germany, Switzerland, the Netherlands, Sweden, Ireland, and France) and Asia (Hong Kong, Singapore, South Korea, and China). The graph highlights the top 10 U.S. wine export markets in 1997.

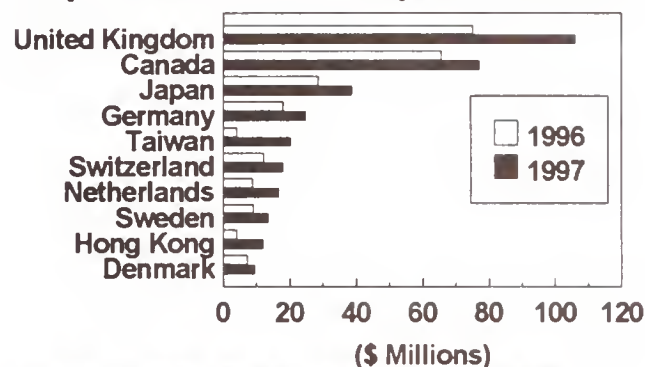
The aforementioned growth markets are targeted under the Market Access Program (MAP) which provides funds, administered by the Foreign Agricultural Service, to help U.S. producers, exporters, and trade organizations finance promotional activities to increase consumer awareness of U.S. wines. MAP activities conducted by the U.S. wine industry include participation in trade shows and wine fairs, tastings, in-store promotions and displays, restaurant menu promotions, trade seminars, trade and media tours, public relations work and media events, advertising, and production of educational materials. For example, representatives of the U.S. wine industry plan to use MAP funds to participate in the first Wine & Spirits Asia show in Hong Kong, June 16-18, 1998. This Wine and Spirits Asia show is being organized by the sponsors of the VinExpo show in Bordeaux, France. Many U.S. wineries interested in China and other Asian markets are looking forward to this show as an opportunity to expand their market knowledge and presence there.

U.S. Wine Exports to Japan Rebound

Japan remains the third largest U.S. wine export market. U.S. wine exports to Japan recovered in 1997 after a slight decrease in 1996 because of Japan's economic downturn. Exports to Japan totaled \$39 million in 1997, up 26 percent from 1996. However, the United States is beginning to lose its 9 percent market share to new

competitors such as Chile and South Africa, countries which are leveraging Japan's recent economic downturn with reasonably priced wines. The challenge for U.S. wine exporters is to effectively promote the comparative advantage of high-quality, reasonably priced U.S. wines.

Top 10 U.S. Wine Export Markets



Source: U.S. Department of Commerce, Bureau of the Census.

Japan imported 1.7 million hl of wine in 1997, up 27 percent from the previous year. However, factors which affect wine imports are changing. For example, wine pricing in Japan has undergone a revolution over the past 2 years. Before the recessions, wines were positioned by retailers as premium products with relatively high prices and high margins. However, this strategy has changed. Retailers and department stores are pursuing a strategy of pricing wines in the \$5 to \$15 range, with emphasis on the lower end of the price range. This strategy has opened up wine consumption to a younger clientele and has been the basis of a modest recovery in the domestic market for wine. Another trend over the last 3 years has been the general decrease in the container size of wine products selling in the Japanese market. The standard 750 millimeter (ml) bottled previously accounted for over 60 percent of domestic production; however, smaller-sized bottles, such as 200 ml, have gained considerable market share. While imports are still primarily 750 ml bottles, imported half-sized bottles are on the rise and selling well through restaurant channels.

New Markets Continue to Grow

The export base for U.S. wine and wine products continues to expand. Taiwan emerged as the fifth largest market for U.S. wine exports in 1997. Taiwan reported the greatest gain during 1997 in both value and volume terms of the top 20 export markets. Value of U.S. wine exports to Taiwan increased 303 percent in 1997, up from \$5.1 million to \$20.5 million. In terms of volume, exports were up 228 percent to 115,000 hl.

Germany remained the fourth largest export market for U.S. wine. Exports to Germany in 1997 reached \$25 million, surpassing the 1996 level.

New markets are developing in both Europe (France, Switzerland, the Netherlands, Ireland and Belgium) and Asia (Hong Kong, Singapore, South Korea, and China). Exports to France jumped 89 percent to a record \$6.3 million in 1997. France moved from 15th to 13th largest export market.

U.S. Wine Imports Continue to Grow

The United States remains a net wine importer. Wine imports in 1997 reached \$1.7 billion, up 20 percent from 1996. In volume terms, wine imports rose 26 percent to 4.5 million hl. France, Italy, and Chile are the 3 largest wine suppliers to the United States, accounting for 78 percent of wine imports. Imports from France, Italy, and Chile total \$1.3 billion. In volume terms, the three largest suppliers account for 3.5 million hl of imports.

For further information on supply, distribution and trade, contact Yvette Wedderburn Bomersheim at 202-720-9903. For information on U.S. marketing opportunities, contact Gina Castelnovo at 202-720-0898.

Macadamia Situation and Outlook

Macadamia nut production and exports continue to grow due to strong international demand. Macadamia exports by selected countries in 1997/98 are forecast to increase 9 percent to 39,335 metric tons (in-shell basis). Australia remains the world's largest exporter of macadamias, accounting for more than 40 percent of the world total. Kenya ranks as the second largest exporter of macadamias and the United States third. Although the United States is the world's largest producer of macadamias, it is also a significant importer in order to meet domestic needs. Consumers throughout the world purchase macadamias as a snack, for use in cooking, and as an ingredient in bakery goods, ice cream, and confectionery products.

United States

U.S. macadamia production in 1997/98 is forecast at 28,000 tons, 6 percent above the prior year's output due to good weather and higher yields of mature trees in Hawaii.

Exports in 1997/98 are forecast to rise 7 percent to 5,000 tons. The United States exports only prepared or preserved macadamias, with Japan accounting for 57 percent of total U.S. shipments.

U.S. imports in 1997/98 are forecast to drop 11 percent to 16,000 tons due to the expected larger harvest. Shelled macadamias account for most U.S. imports. Australia, Guatemala, Kenya, South Africa, and Costa Rica remain the principal suppliers of shelled macadamias to the United States.

Australia

Australia ranks as the world's second largest macadamia producer, after the United States. The Australian Macadamia Society projects 1999/2000 output at 30,000 tons.

Australia is the world's largest macadamia exporter. Exports in 1997/98 are forecast at a

record 16,000 tons, 13 percent above the previous year's shipments. The United States is Australia's single largest export market accounting for about 22 percent of total 1996/97 exports. Asian countries, however, form the largest regional market, accounting for about 54 percent of Australian exports, of which Japan and Hong Kong are the largest single customers.

Kenya

Kenya is the third largest macadamia producer and the second largest exporter of macadamias. Many Kenyan farmers are integrating macadamia trees into their coffee and tea plantations. They view macadamia output as insurance against the uncertainties of weather which affect coffee and tea. The tree nut marketing companies, cooperatives, and the extension services are raising macadamia seedlings to meet demand. Heavy unseasonable rains have contributed to a modest 3-percent increase in 1997/98 production. As trees planted 3 to 5 years ago begin bearing nuts, future output of macadamias should again expand more rapidly.

Kenya's macadamia nut exports in 1997/98 are forecast at a record 6,900 tons, 1 percent above the previous season's shipments. Japan and the

United States are the 2 largest markets, together accounting for almost 84 percent of Kenya's total exports.

South Africa

The 1997/98 harvest and exports are expected to both increase 23 percent to 6,720 and 6,050 tons, respectively, as favorable rains were received. In 1996/97, the United States and Hong Kong were the 2 principal customers of South African macadamias, accounting for 33 and 24 percent of total exports, respectively. The Netherlands bought 13 percent of total South African exports. Currency devaluations have contributed to expanding exports as South Africa's rand dipped 6 percent in terms of the U.S. dollar from 4.62 to 4.91 rand by early 1998.

Costa Rica

In 1997/98, production of macadamias in Costa Rica is forecast to remain unchanged at 2,500 tons. Exports are projected to decrease 14 percent to 2,400 tons, due to increased export competition. Most macadamias exported by Costa Rica move in bulk, though the two processing factories are trying to find markets for their line of consumer-ready products. The United States is Costa Rica's major export market.

Guatemala

Guatemala has potential to enlarge its macadamia production, as new plantings begin bearing fruit. Production and exports in 1997/98 are forecast at 2,745 and 2,735 tons, both up 9 percent from the previous year.

Guatemala exports nearly all of its macadamia nut production. The United States buys 80 percent of Guatemala's exports.

Brazil

In 1997/98, Brazil's output of macadamias is expected to rise 23 percent to 1,600 tons due to

good weather. Exports are forecast to increase about 92 percent to 250 tons. The United States purchases about 90 percent of Brazil's exports. Various factors influence Brazilian production of macadamias. The government offers no support to the industry. Prices to growers have fallen in recent years. Inadequate financing, due to Brazil's high interest rates, has slowed expansion by Brazilian farmers. Poor management of orchards and occasional bad weather also hamper the macadamia industry.

(For further information on supply, distribution, and trade, contact William Janis at 202-720-0897. For further information on U.S. marketing opportunities, contact Ingrid Mohn at 202-720-5330.)

MACADAMIA NUTS: PRODUCTION, SUPPLY AND DISTRIBUTION
(Metric Tons, In-shell Basis)
Marketing Years 1995/96-1997/98

Country/ Marketing Year	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks	Total Distribution
United States 1/ 2/ 3/ 4/								
1995/96	0	23,497	12,404	35,901	4,494	31,407	0	35,901
1996/97	0	26,309	17,946	44,255	4,670	39,585	0	44,255
1997/98 F	0	28,000	16,000	44,000	5,000	39,000	0	44,000
Australia 5/								
1995/96	0	19,500	0	19,500	13,429	6,071	0	19,500
1996/97	0	25,000	0	25,000	14,141	8,000	2,859	25,000
1997/98 F	2,859	27,500	0	30,359	16,000	9,000	5,359	30,359
Kenya 1/								
1995/96	600	4,900	0	5,500	4,450	350	700	5,500
1996/97	700	6,800	0	7,500	6,819	321	360	7,500
1997/98 F	360	7,000	0	7,360	6,900	321	139	7,360
South Africa 1/								
1995/96	0	3,920	0	3,920	3,570	350	0	3,920
1996/97	0	5,460	0	5,460	4,915	545	0	5,460
1997/98 F	0	6,720	0	6,720	6,050	670	0	6,720
Costa Rica 1/								
1995/96	840	2,300	0	3,140	2,035	250	855	3,140
1996/97	855	2,500	0	3,355	2,800	265	290	3,355
1997/98 F	290	2,500	0	2,790	2,400	280	110	2,790
Guatemala 1/								
1995/96	120	2,272	70	2,462	2,327	15	120	2,462
1996/97	120	2,507	0	2,627	2,507	15	105	2,627
1997/98 F	105	2,745	0	2,850	2,735	15	100	2,850
Brazil 6/								
1995/96	0	950	0	950	122	828	0	950
1996/97	0	1,300	0	1,300	130	1,170	0	1,300
1997/98 F	0	1,600	0	1,600	250	1,350	0	1,600
TOTAL								
1995/96	1,560	57,339	12,474	71,373	30,427	39,271	1,675	71,373
1996/97	1,675	69,876	17,946	89,497	35,982	49,901	3,614	89,497
1997/98 F	3,614	76,065	16,000	95,679	39,335	50,636	5,708	95,679

1/ Marketing year begins on January 1 of the first year shown.

2/ U.S. exports and imports come from the Bureau of the Census with forecasts by USDA/Foreign Agricultural Service with shelling ratios of .216 for 1995/96, .228 for 1996/97, and .23 for 1997/98.

3/ U.S. exports include only prepared and preserved macadamia nuts. The National Agricultural Statistics Services in Hawaii indicates that few U.S. exports are shelled or in-shell macadamias.

4/ Domestic consumption derived from production and exports.

5/ Marketing year begins on July 1 of first year shown.

6/ Marketing year begins on February of the first year shown.

F Forecast.

**U.S. EXPORTS OF PREPARED AND PRESERVED MACADAMIAS TO
PRINCIPAL DESTINATIONS FOR CALENDAR YEARS
(Metric Tons, Kernal Weight Basis)**

Countries	1993	1994	1995	1996	1997 F
Japan	2,065	1,632	2,894	2,496	2,648
Hong Kong	591	268	514	794	735
South Korea	158	91	292	162	335
Canada	181	156	560	237	326
European Union	116	182	273	285	261
Taiwan	228	156	282	320	183
Switzerland	23	30	111	26	122
Lebanon	5	13	0	0	26
China	0	0	0	0	22
Norway	9	9	19	22	13
All Other Countries	186	139	65	83	17
TOTAL	3,316	2,861	4,746	4,425	4,687
	3,377	2,537	4,944	4,342	4,670

SOURCE: Bureau of the Census.

1/ Shelling ratios for conversion of these quantities to in-shell equivalents originate from the National Agricultural Statistics Service in Hawaii. The ratios of the 5 years are as follows: 1993, 0.215; 1994, 0.231; 1995, 0.216; 1996, 0.228; and 1997, 0.23. F Forecast.

KIWIFRUIT SITUATION FOR SELECTED COUNTRIES

Selected country kiwifruit production declined by 11 percent in 1997/98 due to severe frosts in Europe. Production in the Northern Hemisphere was down 20 percent, due principally to a 33 percent decline in Italian output. Selected country kiwifruit exports in 1997/98 are forecast to decline by 12 percent to 565,950 tons. Italy is expected to account for most of the decrease in exports. U.S. kiwifruit production in 1997/98 is forecast to increase 24 percent, to 35,381 tons. The fruit size is described as smaller than normal but much better than last year's weather reduced crop. U.S. exports in 1997/98 should approximate last year's level of 5,438 tons. U.S. kiwifruit imports in 1997/98 are expected to decrease based on the larger harvest.

Kiwifruit production and exports in 1997/98 are expected to decline

Kiwifruit production in 11 countries in 1997/98 is forecast at 852,551 tons, 11 percent below the previous season's level. Selected country exports in 1997/98 are forecast at 565,950 tons, down about 12 percent from the previous year. Shipments are expected to decline from all exporting countries except the New Zealand and France. U.S. exports in 1997/98 are expected to approximate last year season's level. However increased supplies are expected to offset reduced imports from Italy. Italy and New Zealand are the world's largest exporters of kiwifruit, accounting for 70 percent of 1997/98 forecast exports. Chile is the third largest shipper, accounting for 20 percent of total exports

NORTHERN HEMISPHERE

Production in the Northern Hemisphere accounts for over 50 percent of world production. Italy is traditionally the world's largest producer and by far the largest producer and exporter in the Northern Hemisphere. All Northern Hemisphere countries with the exception of Italy and Greece, are net importers of kiwifruit.

European Union

The European Union (EU) is the world's most important kiwifruit growing region, accounting for 42 percent of world production. Italy is the largest producer accounting for 61 percent of EU production. Production in 1997/98, for the 5 major EU producing countries forecast at 358,200 tons, the lowest level in this decade, down 34 percent or 110,000 tons. EU exports in 1997/98 are forecast at 230,750 tons, the lowest level since 1991/92 and down 31 percent from last year. Severe frosts during the early part of the growing season reduced production in all countries except France.

Italian kiwifruit production in 1997/98 declined by 31 percent or 100,000 tons. Unfavorable weather affected most of the growing areas with some regions experiencing as much as a 50 percent reduction in yields.

Italy's exports in 1997/98 are forecast at 180,000 tons, down 30 percent from last year's record of 257,000 tons. Over 70 percent of Italy's exports are destined for other EU countries, mainly Germany, which accounts for 30 percent of total

exports.

French production and consumption of kiwifruit are slowly trending down while trade remains fairly static. This year's production is estimated at 72,000 tons; about the same as last year's output but 8 percent below the 1994/95 output. Consumption has dropped from 82,000 tons in 1994/95 to a forecast 76,000 tons in 1997/98. Exports in 1997/98 are forecast at 22,000 tons, 2,000 tons above last year's level but well below the 28,000 tons shipped in 1992/93.

Portuguese production is estimated at 9,000 tons, down 14 percent from last year. The, unfavorable weather conditions also affected the quality, coloration, and fruit size.

Asia

Japanese kiwifruit production in 1997/98 is estimated at 40,400 tons, down 8 percent from the previous season, due to reduced area. This represents a continuation in the general declining trend in kiwi production, resulting from Japan's rapidly aging farm population and the decreasing competitiveness of domestic kiwis relative to imports. Further contraction of acreage and production is expected.

Virtually all of Japan's kiwifruit imports arrive during the off season. These imports have been fairly constant, ranging from a high of 50,000 tons to a low of 42,300 tons. This suggests that demand for kiwifruit is fairly constant and not centered solely on domestic production. U.S. producers may have an opportunity to ship to Japan if domestic production continues to decline and U.S. product is competitively priced.

Despite a slight decline in planted area, favorable weather conditions contributed to a record kiwifruit production in Korea in 1997/98. Output rose 10 percent to 14,000 tons.

Korean imports in 1997/98 are forecast at 2,500 tons, 46 percent of last year's level, due to multiple factors. Recent currency devaluations have increased the price of imported fruit in general. This makes U.S. sourced fruit more expensive. In

addition increased domestic production of all fruits has led to consumer preferences for a variety of lower priced domestic products. Also, Korea lifted the ban on imports of Chilean kiwifruit, which increased imports by 17 percent and depressed prices. The imported fruit was described to be of poor quality and contributed to an oversupply situation which ran into the winter season.

United States

Kiwifruit production in 1997/98 is estimated at 35,381 tons, up 24 percent from last year's weather reduced crop. This year's increase is due to extraordinary weather conditions during the entire growing season. Fruit size is described as smaller than normal but not as small as last year.

U.S. exports of kiwifruit in 1996/97 reached 5,438 tons, slightly above 1995/96 shipments. Canada and Korea are the major U.S. kiwifruit markets, which collectively account for slightly more than 88 percent of total U.S. exports. The California Kiwifruit Commission (CKC) has recognized the importance of these markets. For over 3 years, CKC has committed more than 85 percent of its Market Access Funds in continuing to develop and maintain these markets. In-store promotions, trade relation activities, and trade shows have been used to address low awareness and increasing competition in Canada and Korea.

The Korean market is a key success story for the United States. Exports have grown from 538 tons in 1992/93 to around at 1,560 tons in the last few years. The California Kiwifruit Commission has used MAP funds to increase consumer advertising, distribute point of sale materials, and maintain public relations.

Exports to Canada increased 72 percent in 1996/97 to 3,246 tons, valued at \$3.4 million. The California Kiwifruit Commission (CKC) has been working in Canada to overcome competition from Italian, Greek, and French kiwifruit imports. Last year, promotional activities included consumer promotions, trade shows and trade related activities.

U.S. exports to Taiwan and Japan have become almost non-existent. Shipments to these

countries, which reached 3,800 tons in 1992/93, totaled only 10 tons in 1996/97. U.S. kiwifruit cannot compete against lower priced French kiwifruit.

The U.S. Commerce Department's determination of injury to the U.S. domestic kiwifruit industry from imports of New Zealand kiwifruit led to the imposition of a 98.6 percent anti-dumping duty in May 1992. However, since that date the margin has been reduced several times and is now set at zero.

SOUTHERN HEMISPHERE COUNTRIES

The Southern Hemisphere kiwifruit industry is centered in New Zealand and Chile. Australia, by comparison, is a small kiwifruit producer. Collectively, these suppliers account for about 404,400 tons or 47 percent of 1997/98 estimated world production. Production in the Southern Hemisphere is up one percent.

Because of the current Asian economic problems, Southern Hemisphere fruit exports, which normally go to these Asian markets, will likely be diverted to other markets. Thus, prices are likely to fall because supplies will be concentrated into fewer markets.

Production in **New Zealand** in 1997 is estimated at 245,000 tons, up 2 percent from last year. Grower returns for 1997 are expected to be lower than in 1996 due to smaller fruit size, to a stronger New Zealand dollar and increased competition in the export market. New Zealand's 1997/98 exports are forecast to increase 2 percent. Although shipments to the EU for the first ten months of 1997 totaled 115,530 tons, 2 percent over the 12 month 1996/97 volume, exports to all other major markets are down.

Kiwifruit production in **Chile** reached a record 154,000 tons in 1997/98, up less than one percent from the 1996 level. About 24 percent of Chile's production is exported. Exports in 1996/97 totaled 116,000 tons, down 3 percent from the previous estimate due to strong competition from New Zealand. Exports in 1997/98 are expected to decrease for several reasons. First, shipments to

the United States may decline due to greater competition from New Zealand, resulting from the elimination of the countervailing duty. And second, shipments to Asia may be reduced due to financial crisis in that region.

For further information on production, supply and distribution, and trade contact Robert Knapp, Horticultural and Tropical Products Division, (202) 720-4620. For information on U.S. marketing opportunities, contact Pamela McKenzie (202) 720-2255.

Kiwifruit: Production Supply and Distribution

Country	Planted Area	Production	Exports	Imports	Domestic Consumption
Metric Tons					
Northern Hemisphere					
Italy					
1995/96	19,500	290,000	216,000	21,000	95,000
1996/97	19,500	320,000	257,000	20,000	83,000
1997/98	19,500	220,000	180,000	30,000	70,000
France					
1995/96	4,630	74,525	23,746	28,217	78,996
1996/97	4,260	72,172	20,427	26,625	78,370
1997/98	4,000	72,000	22,000	26,000	76,000
Greece					
1995/96	4,040	35,000	21,268	1,672	15,404
1996/97	4,040	55,660	31,255	1,800	26,205
1997/98	4,040	48,000	25,000	1,800	24,800
Spain					
1995/96	783	12,000	2,800	50,800	60,000
1996/97	760	10,000	3,400	56,265	62,865
1997/98	760	9,200	3,000	56,000	62,200
Portugal					
1995/96	1,087	8,806	284	9,070	17,592
1996/97	1,058	10,498	914	8,425	18,009
1997/98	1,110	9,000	750	9,000	17,250
Japan					
1995/96	4,110	48,800	0	43,179	91,979
1996/97	3,740	43,900	0	42,328	86,228
1997/98	3,480	40,400		43,000	83,400
Korea					
1995/96	1,330	12,184	0	6,494	18,678
1996/97	1,350	12,860	0	4,627	17,487
1997/98	1,300	14,170	0	2,500	16,670
United States					
1995/96	2,752	34,473	5,315	37,301	66,459
1996/97	2,752	28,577	5,438	37,680	60,819
1997/98	2,752	35,381	5,400	34,000	63,981

Kiwifruit: Production Supply and Distribution

Country	Planted Area	Production	Exports	Imports	Domestic Consumption
Metric Tons					
Sub total Northern Hemisphere					
1995/96	38,232	515,788	269,413	197,733	444,108
1996/97	37,460	553,667	318,434	197,750	432,983
1997/98	36,942	448,151	236,150	202,300	414,301
Southern Hemisphere					
New Zealand					
1995/96	10,599	250,000	220,000	0	30,000
1996/97	10,700	240,000	210,000	0	30,000
1997/98	10,750	245,000	215,000	0	30,000
Chile					
1995/96	9,545	153,000	120,000	0	33,000
1996/97	7,449	154,000	116,000	0	38,000
1997/98	7,449	154,000	114,000	0	40,000
Australia					
1995/96	450	6,000	1,000	18,141	23,141
1996/97	450	5,400	800	16,000	20,600
1997/98	450	5,400	800	17,000	21,600
Sub total Southern Hemisphere					
1995/96	20,594	409,000	341,000	18,141	86,141
1996/97	18,599	399,400	326,800	16,000	88,600
1997/98	18,649	404,400	329,800	17,000	91,600
Total					
1995/96	58,826	924,788	610,413	215,874	530,249
1996/97	56,059	953,067	645,234	213,750	521,583
1997/98	55,591	852,551	565,950	219,300	505,901

Note: Production data for Northern Hemisphere countries are estimates; for southern hemisphere countries forecast

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Fresh Apples	MT										
Canada		5,491	7,516	19,815	24,337	88,955	4,363	6,026	14,947	17,898	63,812
Mexico		4,557	991	7,314	1,614	93,537	2,397	546	3,658	893	46,524
Indonesia		2,697	2,599	11,268	6,858	73,491	1,892	1,660	7,780	4,321	42,923
Hong Kong		3,315	5,071	10,681	11,282	46,878	1,904	3,029	6,504	6,855	27,052
Taiwan		12,143	20,839	55,586	55,955	113,819	7,923	14,047	35,770	37,588	74,674
Other Countries		34,885	26,361	116,894	88,545	273,069	20,199	15,517	65,502	49,673	157,386
Subtotal:----		63,087	63,377	221,557	188,591	689,749	38,678	40,824	134,161	117,226	412,371
Fresh Pears	MT										
European Union		2,308	8,002	5,470	16,443	7,471	1,084	3,817	2,594	7,572	3,539
Canada		2,575	3,873	13,577	19,276	40,526	2,321	2,643	11,623	11,864	30,807
Mexico		2,669	3,894	8,971	10,658	34,021	1,310	1,983	4,489	5,371	16,380
Brazil		652	34	16,623	14,942	19,378	308	23	7,111	6,198	8,660
Taiwan		437	260	2,793	1,508	5,215	223	121	1,841	688	3,207
Other Countries		3,371	3,733	11,266	13,306	19,798	2,298	2,181	7,287	7,462	13,460
Subtotal:----		12,013	19,797	58,699	76,133	126,409	7,544	10,768	34,946	39,154	76,052
Fresh Apricots	MT										
European Union		0	0	1	0	286	0	0	19	0	408
Canada		75	83	86	97	4,366	93	117	105	137	4,597
Mexico		0	0	52	44	1,224	0	0	46	34	986
Taiwan		0	88	0	560	372	0	118	0	611	394
Japan		10	0	10	15	85	39	0	39	29	97
Other Countries		18	20	57	129	271	38	15	62	89	256
Subtotal:----		104	191	208	844	6,604	170	249	271	900	6,738
Fresh Cherries	MT										
European Union		885	506	1,199	1,671	10,369	685	416	1,003	1,328	21,988
Canada		50	36	71	65	7,263	132	90	177	150	17,824
Hong Kong		0	0	0	36	2,764	0	0	0	22	6,989
Taiwan		0	0	11	103	4,917	0	0	50	437	15,536
Japan		0	-	2	70	13,003	0	3	17	311	74,257
Other Countries		0	78	27	133	1,085	0	187	99	319	3,548
Subtotal:----		935	620	1,310	2,078	39,400	817	696	1,346	2,567	140,144
Fresh Peach/Nect	MT										
Canada		190	272	637	722	51,869	279	379	791	847	44,366
Mexico		0	0	1,210	2,096	15,270	0	0	692	1,247	7,451
Brazil		0	0	58	0	843	0	0	56	0	713
Hong Kong		17	73	60	199	3,668	15	53	50	147	2,817
Taiwan		0	0	15	102	26,329	0	0	25	198	32,499
Other Countries		86	352	289	496	5,366	59	242	324	380	4,892
Subtotal:----		293	697	2,269	3,614	103,345	352	674	1,938	2,818	92,737
Fr. Plums/Prunes	MT										
Canada		69	100	348	909	25,023	109	141	446	943	21,232
Mexico		0	3	528	363	4,796	0	7	309	248	2,862
Malaysia		0	0	2	35	1,675	0	0	3	42	1,281
Hong Kong		0	17	285	120	12,147	0	21	290	173	11,067
Taiwan		0	0	75	139	20,835	0	0	74	147	18,123
Other Countries		5	49	638	902	7,430	8	52	740	838	6,659
Subtotal:----		74	169	1,876	2,467	71,906	116	221	1,862	2,391	61,224
Fr. Avocados	MT										
European Union		416	17	1,708	55	2,501	339	72	1,299	158	2,817
Canada		191	108	402	379	1,316	196	121	393	417	1,518
Korea, Republic o		12	0	39	21	91	23	0	75	33	175
Hong Kong		0	0	0	0	80	0	0	0	0	135
Japan		0	0	5	0	1,784	0	0	3	0	3,473
Other Countries		0	77	21	87	48	0	108	13	128	96
Subtotal:----		618	203	2,174	541	5,819	559	301	1,784	737	8,215
Fr. Kiwifruit	MT										
Canada		133	270	879	1,551	3,246	151	398	924	1,535	3,449
Mexico		0	32	1	94	303	0	25	12	76	268
Russian Federatio		0	19	0	19	71	0	21	0	21	70
Korea, Republic o		262	0	486	0	1,558	383	0	773	0	2,787
Hong Kong		66	33	66	33	213	117	50	117	50	383
Other Countries		17	176	22	261	47	32	146	56	273	79
Subtotal:----		478	529	1,454	1,957	5,438	683	639	1,882	1,956	7,036
Fresh Grapes	MT										
Canada		1,922	4,080	20,869	26,202	91,966	3,763	5,996	32,346	37,225	116,808
Mexico		2,046	8,455	7,356	18,525	12,706	2,521	7,675	7,696	16,624	12,752
Philippines		772	581	7,126	10,289	12,592	1,294	702	10,359	11,034	16,740
Hong Kong		2,083	6,959	12,854	23,106	47,881	3,760	10,354	21,085	31,069	65,970
Taiwan		592	529	6,069	2,935	15,107	538	567	7,396	3,398	18,995
Other Countries		4,401	7,377	25,485	33,990	53,305	6,647	9,679	40,027	45,581	78,463
Subtotal:----		11,817	27,981	79,758	115,046	233,558	18,522	34,973	118,908	144,931	309,727

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997		Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Fresh Strawberries MT											
European Union	3	-	346	454	3,622		14	4	1,042	1,179	9,212
Canada	413	514	2,709	2,600	39,978		1,327	1,242	4,183	4,597	57,300
Mexico	0	0	136	290	1,354		0	0	253	548	2,310
Thailand	171	0	171	0	288		301	0	301	0	511
Japan	162	8	2,246	2,121	6,858		946	56	8,942	8,074	26,262
Other Countries	29	30	90	131	514		138	146	296	317	1,414
Subtotal:----	778	552	5,698	5,596	52,615		2,727	1,449	15,017	14,715	97,010
Fresh Oranges Inc Impl MT											
Canada	15,538	16,112	38,492	39,394	198,847		7,658	7,842	19,875	19,313	102,434
Malaysia	1,245	577	1,533	836	21,343		648	262	814	387	11,689
Korea, Republic o	368	616	761	1,079	31,760		311	405	753	826	20,739
Hong Kong	8,402	16,772	14,866	34,928	133,150		5,184	10,538	8,804	21,960	75,655
Japan	3,932	3,875	8,086	11,064	123,521		2,574	2,419	5,804	7,838	69,023
Other Countries	7,751	6,197	12,102	11,309	81,807		4,345	3,454	7,054	6,336	43,663
Subtotal:----	37,235	44,148	75,840	98,609	590,428		20,720	24,921	43,104	56,661	323,203
Fresh Grapefruit MT											
European Union	11,369	15,818	43,465	53,533	140,246		5,483	6,081	19,033	21,441	60,956
Canada	5,818	4,572	22,074	19,465	74,982		2,295	2,522	8,862	8,425	29,244
Hong Kong	1,406	325	2,987	1,085	7,587		724	179	1,591	589	4,319
Taiwan	924	60	1,869	94	26,174		501	22	1,093	52	11,711
Japan	10,111	14,690	32,467	31,349	221,912		5,718	8,498	20,386	18,074	124,930
Other Countries	1,044	639	2,976	2,054	13,501		660	378	3,351	1,198	9,247
Subtotal:----	30,674	36,103	105,839	107,580	484,403		15,380	17,681	54,317	49,780	240,408
Canned Peaches MT											
Canada	351	720	1,197	2,144	4,954		356	655	1,355	1,899	5,297
Russian Federatio	17	0	159	269	1,278		25	0	159	200	1,068
Korea, Republic o	106	72	390	255	1,508		89	60	335	184	1,164
Taiwan	53	162	221	281	1,249		46	144	188	271	1,013
Japan	106	91	519	593	2,837		99	103	531	720	3,078
Other Countries	296	937	1,729	1,941	5,047		280	835	1,685	1,977	4,907
Subtotal:----	928	1,982	4,215	5,483	16,873		895	1,797	4,252	5,251	16,528
Fresh Lemons MT											
European Union	54	132	87	346	1,184		40	63	66	181	926
Canada	2,500	2,760	6,578	6,021	22,736		1,705	1,443	4,743	3,270	15,242
Korea, Republic o	255	225	679	697	3,877		230	155	670	654	3,810
Hong Kong	1,183	1,277	2,992	3,819	8,744		671	862	1,758	2,726	6,070
Japan	6,767	4,126	22,114	18,593	79,266		8,595	3,006	27,427	22,598	91,439
Other Countries	586	1,450	1,418	2,596	4,472		509	1,080	1,143	1,924	3,169
Subtotal:----	11,345	9,969	33,868	32,072	120,279		11,749	6,609	35,806	31,352	120,656
Fresh Tang/Mand MT											
European Union	71	0	71	0	2,024		35	0	35	0	1,382
Canada	2,752	2,199	7,380	6,028	13,361		1,743	1,520	5,991	4,517	11,025
Korea, Republic o	0	36	435	369	3,535		0	24	386	324	3,089
Japan	55	0	55	52	2,726		53	0	53	35	2,401
Australia	141	249	348	422	692		117	154	239	252	581
Other Countries	195	357	268	560	695		200	252	262	413	733
Subtotal:----	3,214	2,840	8,557	7,431	23,033		2,147	1,950	6,966	5,541	19,209
Canned Pears MT											
European Union	18	3	134	81	438		14	3	109	69	364
Canada	81	435	714	1,106	2,446		107	444	801	1,145	2,704
Mexico	0	0	0	0	91		0	0	0	0	27
Korea, Republic o	0	0	0	0	43		0	0	0	0	37
Japan	0	7	45	42	163		0	11	63	53	181
Other Countries	84	17	141	173	314		90	24	136	194	317
Subtotal:----	183	461	1,034	1,402	3,494		211	482	1,108	1,460	3,630
Canned Pineapple MT											
European Union	138	79	153	189	1,124		121	89	139	198	1,030
Canada	90	193	165	507	882		92	158	167	470	838
Philippines	0	0	0	83	218		0	0	0	69	181
Korea, Republic o	87	2	322	2	369		72	3	274	3	331
Japan	28	32	80	79	526		30	43	96	98	516
Other Countries	27	22	202	150	575		21	24	188	143	547
Subtotal:----	370	329	922	1,010	3,694		338	316	862	981	3,443
Oried Prunes MT											
European Union	2,878	2,337	9,434	9,016	30,764		6,276	4,318	20,463	17,441	64,621
Canada	351	346	1,057	1,123	4,137		728	740	2,310	2,368	8,860
Netherlands Antil	5	678	31	1,165	2,199		16	437	84	1,654	5,552
Singapore	222	372	854	936	3,182		435	746	1,394	1,972	5,657
Japan	861	1,363	2,735	4,832	15,639		1,553	2,526	5,909	9,261	31,667
Other Countries	1,027	1,000	4,166	3,366	11,614		1,793	1,797	7,959	6,215	22,042
Subtotal:----	5,344	6,096	18,277	20,438	67,535		10,801	10,564	38,118	38,911	138,398

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997	
Dried Raisins	MT										
European Union	4,545	4,176	15,247	13,282	47,432	7,433	7,026	25,418	23,525	83,689	
Canada	499	648	2,517	2,686	11,436	977	1,252	4,963	5,269	22,589	
Hong Kong	393	322	1,577	1,298	4,371	810	629	3,334	2,506	8,769	
Taiwan	624	599	1,285	1,565	4,334	924	902	1,843	2,378	6,454	
Japan	2,643	2,145	8,911	6,018	25,836	4,202	3,287	14,966	9,972	43,712	
Other Countries	2,199	2,015	7,274	9,064	21,606	3,840	3,694	12,834	15,559	38,741	
Subtotal:----	10,903	9,906	36,812	33,915	115,016	18,186	16,791	63,357	59,208	203,954	
Dried Figs	MT										
Canada	16	34	136	157	945	50	117	534	614	2,776	
Mexico	3	0	3	17	41	10	0	10	44	119	
China, Peoples Re	0	0	0	0	33	0	0	0	0	95	
Hong Kong	18	39	226	154	567	100	199	940	827	2,071	
Japan	55	33	105	108	363	182	104	378	294	1,193	
Other Countries	4	8	24	58	80	9	25	80	160	229	
Subtotal:----	96	115	494	493	2,027	351	444	1,942	1,939	6,483	
Fruit Mixtures	MT										
Canada	431	1,143	1,898	2,593	7,713	518	1,201	2,197	2,892	8,453	
Singapore	135	46	755	240	1,789	136	46	873	290	2,173	
Philippines	104	111	1,163	274	1,419	136	108	1,366	254	1,729	
Hong Kong	60	8	402	43	1,183	69	14	491	76	1,437	
Japan	182	402	645	1,048	3,278	200	536	759	1,384	3,728	
Other Countries	510	660	1,874	2,734	7,094	557	976	2,295	4,252	9,534	
Subtotal:----	1,422	2,371	6,736	6,932	22,475	1,617	2,880	7,979	9,148	27,055	
Dates	MT										
European Union	85	51	415	515	939	417	209	1,902	1,824	3,304	
Canada	117	140	360	453	811	371	405	1,155	1,201	2,337	
Switzerland	0	4	220	164	353	0	26	1,065	886	1,618	
Indonesia	67	0	234	26	234	185	0	693	82	693	
Australia	24	29	177	157	508	146	144	943	797	2,265	
Other Countries	153	175	568	611	983	268	288	1,166	1,186	1,915	
Subtotal:----	446	398	1,975	1,925	3,829	1,387	1,072	6,924	5,975	12,132	
Fcoj	KL										
European Union	5,765	11,761	20,978	26,310	205,417	2,736	5,278	10,559	11,771	80,212	
Canada	2,327	2,224	6,461	5,637	22,939	3,993	3,008	11,254	7,629	36,575	
Switzerland	0	0	0	77	54,032	0	0	0	36	10,500	
Korea, Republic o	2,460	186	6,347	1,549	20,003	1,467	301	3,777	1,166	11,363	
Japan	1,740	1,801	7,771	6,100	50,381	1,100	1,043	4,253	2,779	25,360	
Other Countries	1,823	3,474	8,006	8,014	29,153	783	1,282	3,798	3,271	13,624	
Subtotal:----	14,114	19,446	49,564	47,686	381,926	10,080	10,912	33,642	26,653	177,635	
Orange Juice NtCnc	KL										
European Union	1,817	3,237	7,628	8,865	29,297	1,214	2,217	4,967	6,037	18,968	
Canada	10,194	13,398	30,407	35,497	127,249	6,700	8,929	20,225	23,947	87,612	
Korea, Republic o	200	0	439	377	4,212	254	0	536	283	3,365	
Hong Kong	537	108	1,033	210	3,209	361	79	1,204	154	2,821	
Japan	78	217	239	1,692	2,524	66	161	209	1,226	1,913	
Other Countries	1,618	816	3,788	2,448	12,431	1,366	652	3,111	1,980	10,194	
Subtotal:----	14,445	17,775	43,534	49,088	178,921	9,961	12,038	30,252	33,627	124,874	
Grapefruit Juice Cnc	KL										
European Union	1,329	2,265	5,454	9,179	37,464	856	1,560	3,036	4,833	20,113	
Canada	201	184	802	749	3,399	314	291	1,213	1,010	4,611	
Mexico	15	24	268	69	497	20	18	199	49	389	
Israel	0	0	602	0	602	0	0	170	0	170	
Japan	1,530	1,627	3,558	2,841	17,137	976	995	2,440	1,671	13,908	
Other Countries	130	173	666	603	3,378	109	123	448	358	2,301	
Subtotal:----	3,206	4,273	11,352	13,440	62,477	2,275	2,987	7,505	7,921	41,493	
Fresh Asparagus	MT										
European Union	0	0	26	51	737	0	0	58	112	1,980	
Canada	178	152	407	447	6,289	561	483	1,207	1,436	16,883	
Mexico	18	0	18	5	53	43	0	43	12	125	
Switzerland	0	0	0	0	1,423	0	0	0	0	4,468	
Japan	16	13	16	64	6,431	67	54	67	118	26,529	
Other Countries	3	8	10	13	226	7	18	16	42	703	
Subtotal:----	216	172	477	580	15,160	678	554	1,391	1,720	50,688	
Fresh Broccoli	MT										
Canada	9,168	8,212	19,146	19,270	73,326	5,203	5,410	11,289	12,041	45,436	
Mexico	1	37	70	175	634	3	39	103	195	558	
Hong Kong	166	190	667	850	6,603	202	168	589	752	5,778	
Taiwan	0	0	105	172	2,865	0	0	90	223	2,782	
Japan	2,008	1,209	8,219	8,518	46,184	1,524	941	6,172	7,302	37,009	
Other Countries	29	15	67	459	779	23	14	46	324	652	
Subtotal:----	11,372	9,663	28,274	29,444	130,391	6,955	6,572	18,289	20,837	92,215	

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Fresh Carrots	MT										
Canada		4,170	6,201	8,629	12,409	87,276	2,625	3,467	5,632	7,548	42,416
Mexico		147	73	442	418	1,022	66	46	205	198	458
Trinidad and Tobago		0	0	0	20	1,014	0	0	0	13	455
United Arab Emirates		113	383	938	1,181	3,368	68	146	300	423	1,227
Japan		212	38	390	157	1,342	238	54	448	175	1,363
Other Countries		360	676	1,219	1,779	6,000	177	290	606	833	3,168
Subtotal:----		5,002	7,371	11,618	15,962	100,022	3,174	4,002	7,191	9,191	49,087
Fresh Lettuce	MT										
Canada		24,262	24,238	70,005	69,727	242,280	9,776	16,207	33,053	44,945	117,746
Mexico		884	469	4,692	4,307	19,251	347	214	1,864	1,752	7,571
Singapore		396	264	864	663	3,522	257	204	553	591	2,366
Hong Kong		977	766	2,991	2,614	18,490	573	470	1,714	1,727	10,905
Taiwan		50	30	289	280	3,496	37	7	167	167	2,101
Other Countries		749	1,056	1,477	2,618	7,442	599	1,017	1,373	2,071	5,922
Subtotal:----		27,319	26,822	80,318	80,210	294,482	11,587	18,119	38,725	51,253	146,612
Canned Sweet Corn	MT										
European Union		3,892	2,971	10,811	9,059	40,865	2,493	2,053	7,070	6,322	29,046
Korea, Republic of		1,397	1,056	3,681	5,195	18,282	1,417	1,157	3,795	5,330	18,331
Hong Kong		2,631	828	7,291	1,595	22,410	2,000	615	5,962	1,237	18,279
Taiwan		1,925	1,910	4,816	5,408	23,509	1,840	1,731	4,468	4,789	20,998
Japan		4,927	3,902	16,512	11,880	64,852	3,995	3,079	13,646	9,753	53,779
Other Countries		1,621	2,209	7,795	8,036	33,551	1,313	1,658	6,556	6,155	26,919
Subtotal:----		16,393	12,876	50,906	41,172	203,469	13,058	10,294	41,498	33,587	167,353
Fresh Onions	MT										
Canada		8,447	10,069	24,066	25,663	118,736	3,074	3,616	8,575	9,085	42,172
Mexico		849	1,651	8,558	5,513	15,570	608	681	3,602	2,138	6,444
Korea, Republic of		0	16	11,917	29	14,022	0	19	5,693	23	8,698
Taiwan		2,010	1,939	6,565	7,466	15,217	556	570	1,799	2,162	4,497
Japan		7,222	8,467	31,556	45,762	69,440	1,698	2,139	7,658	10,330	17,261
Other Countries		3,651	5,675	11,322	14,880	32,136	1,938	2,323	4,721	5,729	13,392
Subtotal:----		22,179	27,817	93,983	99,313	265,121	7,874	9,348	32,048	29,467	92,464
Fresh Tomatoes	MT										
European Union		0	0	0	19	3,743	0	0	0	44	7,781
Canada		11,755	12,447	35,619	35,052	132,734	8,929	13,443	27,934	33,166	103,461
Mexico		222	205	1,045	2,775	15,867	154	247	873	2,751	11,491
Hong Kong		0	0	0	0	356	0	0	0	0	175
Japan		0	16	0	145	174	0	8	0	113	106
Other Countries		138	26	207	212	776	67	31	150	198	770
Subtotal:----		12,115	12,695	36,870	38,202	153,650	9,150	13,728	28,957	36,272	123,783
Canned Tomato Paste	MT										
European Union		675	329	1,125	7,924	15,390	338	400	685	3,719	6,222
Canada		2,082	3,297	13,159	10,455	47,236	1,700	2,203	10,268	7,573	34,943
Brazil		2,033	0	5,537	0	27,396	1,405	0	3,727	0	17,915
Korea, Republic of		882	1,493	1,538	3,253	8,310	708	1,130	1,263	2,679	6,910
Japan		1,087	1,467	2,589	5,306	9,533	779	1,098	2,007	3,946	7,720
Other Countries		1,199	5,439	5,377	9,776	21,089	904	4,019	4,055	7,089	15,608
Subtotal:----		7,958	12,025	29,326	36,714	128,954	5,834	8,850	22,005	25,006	89,320
Canned Tomato Sauce	MT										
European Union		506	647	1,336	2,160	4,999	602	803	1,661	2,603	6,459
Canada		4,012	5,816	15,209	16,316	59,272	3,643	5,211	13,754	14,639	54,848
Mexico		526	998	1,239	2,146	5,927	374	658	939	1,573	4,618
Korea, Republic of		159	106	300	730	1,688	156	96	286	600	1,569
Japan		219	267	1,325	1,341	5,749	269	226	1,533	1,309	6,442
Other Countries		460	993	1,955	4,186	10,474	499	1,120	2,126	4,153	11,011
Subtotal:----		5,882	8,826	21,365	26,878	88,108	5,542	8,115	20,300	24,877	84,947
Frozen French Fries	MT										
Philippines		646	1,255	3,598	4,700	18,645	466	868	2,583	3,256	13,390
Korea, Republic of		1,916	1,750	6,754	6,417	28,494	1,336	1,107	4,802	4,141	21,023
Hong Kong		2,009	2,507	6,704	6,898	27,293	1,329	1,673	4,437	4,630	18,247
Taiwan		1,984	3,286	4,713	6,738	21,128	1,335	2,122	3,142	4,379	14,121
Japan		14,547	15,202	48,840	54,938	200,342	10,395	10,754	35,861	37,494	147,601
Other Countries		8,301	10,147	23,986	28,277	100,773	6,555	7,856	18,875	22,580	79,954
Subtotal:----		29,403	34,147	94,595	107,968	396,674	21,417	24,379	69,700	76,480	294,335
Almonds Unshelled	MT										
European Union		1,164	475	3,280	3,233	6,043	2,799	1,319	7,746	7,397	14,259
India		737	688	3,159	2,907	13,609	1,765	1,919	7,735	8,929	36,783
Hong Kong		111	62	422	345	666	289	151	1,084	858	1,665
Taiwan		143	51	302	235	541	359	104	745	748	1,347
Japan		142	363	540	1,282	1,136	344	903	1,382	3,198	2,820
Other Countries		236	314	1,371	1,945	2,740	585	897	3,237	4,634	6,785
Subtotal:----		2,532	1,953	9,074	9,946	24,735	6,141	5,294	21,928	25,763	63,658

U.S. Exports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997		Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Frozen Sweet Corn MT											
European Union	169	395	554	1,092	2,816		85	280	382	785	1,926
Canada	111	128	328	422	4,690		90	91	284	314	3,542
Mexico	61	450	192	1,073	2,114		32	249	104	626	983
Hong Kong	391	469	1,564	1,659	5,142		295	393	1,106	1,216	3,703
Japan	2,194	2,604	9,594	13,651	40,865		2,059	2,258	8,800	11,388	38,092
Other Countries	937	834	2,540	3,902	9,574		756	585	2,206	3,032	7,965
Subtotal:-----	3,862	4,881	14,773	21,799	65,202		3,317	3,856	12,882	17,360	56,212
Almonds Shelled/Prep MT											
European Union	10,397	9,906	39,714	34,053	105,022		55,159	40,295	197,233	132,167	519,178
Canada	408	619	2,540	3,169	8,421		2,059	2,435	12,496	12,312	40,499
Mexico	516	512	1,305	1,868	3,944		1,198	1,519	3,020	4,292	10,276
Switzerland	198	219	905	1,028	3,317		1,162	812	5,192	4,041	18,549
Japan	1,857	1,675	5,500	6,464	16,483		10,361	7,447	31,347	29,005	95,101
Other Countries	2,216	2,361	9,716	12,235	26,389		11,623	10,301	49,625	51,803	132,484
Subtotal:-----	15,592	15,291	59,680	58,817	163,576		81,562	62,808	298,912	233,620	816,088
Walnuts, Shelled MT											
European Union	364	259	2,349	3,326	4,444		868	557	5,239	6,500	11,119
Canada	400	158	1,100	674	3,131		1,078	607	3,424	2,591	8,869
Brazil	90	10	992	283	1,319		90	54	1,696	381	2,036
Israel	194	195	586	1,088	1,309		884	958	2,883	4,823	6,136
Japan	1,135	620	2,807	1,815	10,218		5,793	2,941	13,332	9,142	32,570
Other Countries	362	437	1,059	2,098	3,515		1,271	1,227	4,112	6,394	12,746
Subtotal:-----	2,545	1,678	8,893	9,284	23,936		9,984	6,343	30,687	29,832	73,476
Walnuts, Unshelled MT											
European Union	471	802	40,973	25,971	48,664		1,062	1,419	88,249	50,535	104,206
Canada	295	197	1,163	1,236	1,476		694	403	2,745	2,499	3,478
Brazil	0	0	1,698	868	1,698		0	0	3,750	1,832	3,750
Israel	359	220	1,060	446	1,344		660	396	1,972	824	2,464
Japan	144	79	485	176	938		205	134	833	332	1,591
Other Countries	62	200	2,341	2,514	3,068		115	366	4,746	4,904	6,269
Subtotal:-----	1,331	1,498	47,721	31,212	57,187		2,735	2,717	102,295	60,926	121,757
Hop Pellets MT											
European Union	97	92	379	414	1,080		538	498	2,505	1,743	6,810
Canada	31	60	338	371	1,631		264	408	2,228	2,290	10,643
Colombia	0	98	19	98	323		0	649	295	649	2,956
Brazil	376	161	864	236	1,830		1,299	559	3,022	728	7,765
Japan	36	23	56	59	239		143	97	208	229	870
Other Countries	59	68	79	213	1,017		470	283	564	877	4,691
Subtotal:-----	599	502	1,735	1,391	6,120		2,714	2,494	8,824	6,516	33,737
Hop Extract MT											
European Union	180	100	461	341	1,229		2,849	1,012	7,097	4,122	18,313
Mexico	173	50	276	194	643		4,574	1,197	6,611	4,940	12,219
Brazil	49	1	127	143	529		206	9	1,157	2,193	9,274
Argentina	2	16	11	34	168		57	427	146	803	1,612
Hong Kong	12	0	30	0	127		103	0	247	0	1,373
Other Countries	66	191	188	322	772		982	2,197	3,098	4,641	14,289
Subtotal:-----	482	359	1,094	1,033	3,468		8,771	4,843	18,356	16,698	57,080
Hops, Nspf MT											
European Union	273	130	710	573	1,202		1,168	499	3,292	2,515	5,413
Mexico	0	0	0	0	73		0	0	0	0	423
Brazil	0	0	7	14	113		0	0	68	510	454
Philippines	11	0	36	0	41		231	0	682	0	713
Japan	55	0	56	0	276		215	0	221	0	1,164
Other Countries	2	5	12	32	183		12	23	82	177	1,477
Subtotal:-----	341	134	821	619	1,888		1,626	522	4,345	3,202	9,644
Grape Wine KL											
European Union	4,767	6,027	16,615	21,877	89,715		9,636	12,734	32,373	43,335	184,575
Canada	2,643	2,647	8,716	9,167	34,618		5,409	5,866	20,969	19,979	72,909
Switzerland	819	1,161	2,175	3,373	8,760		1,336	2,375	3,602	6,456	15,339
Hong Kong	501	473	1,111	1,775	6,896		991	842	2,083	2,985	10,908
Japan	1,307	1,983	4,749	7,395	20,691		2,034	3,341	7,459	11,943	31,573
Other Countries	2,642	3,667	8,681	10,367	33,719		4,104	5,724	13,785	16,517	52,856
Subtotal:-----	12,678	15,958	42,046	53,954	194,399		23,510	30,881	80,270	101,215	368,160

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997		Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Fresh Apples MT											
Canada	6,155	6,293	40,775	30,912	72,932		2,691	2,504	13,054	9,819	27,000
Chile	0	0	0	0	26,611		0	0	0	0	14,386
New Zealand	0	0	0	0	52,508		0	0	0	0	33,322
Other Countries	0	0	0	8	16,514		0	0	0	7	8,028
Subtotal:-----	6,155	6,293	40,775	30,920	168,564		2,691	2,504	13,054	9,827	82,736
Fresh Pears MT											
Chile	0	0	0	0	37,216		0	0	0	0	18,537
Argentina	0	0	0	0	31,230		0	0	0	0	21,123
New Zealand	0	0	54	0	3,907		0	0	216	0	3,315
Other Countries	493	302	1,418	1,563	6,168		1,338	869	3,701	4,056	7,330
Subtotal:-----	493	302	1,472	1,563	78,521		1,338	869	3,916	4,056	50,306
Fresh Apricots MT											
Chile	867	465	929	476	1,011		934	781	1,048	804	1,146
Turkey	0	0	0	1	18		0	0	0	4	44
New Zealand	0	0	0	0	245		0	0	0	0	656
Other Countries	14	0	29	0	39		10	0	105	0	118
Subtotal:-----	881	465	958	478	1,313		944	781	1,153	808	1,964
Fresh Peach/Nect MT											
Canada	2	0	16	0	333		1	0	14	0	316
Mexico	0	0	0	0	62		0	0	0	0	60
Chile	6,591	6,086	7,221	6,756	41,216		6,855	5,649	7,593	6,427	32,464
Other Countries	4	9	4	14	60		5	7	7	11	61
Subtotal:-----	6,596	6,096	7,242	6,771	41,672		6,862	5,656	7,613	6,438	32,901
Fr. Plums/Prunes MT											
Leeward-Windward	0	13	39	69	92		0	13	38	60	98
Chile	1,828	1,886	1,858	1,927	22,684		2,187	2,477	2,253	2,561	20,724
South Africa, Rep	0	0	0	0	53		0	0	0	0	55
Other Countries	0	0	17	0	94		0	0	23	2	145
Subtotal:-----	1,828	1,899	1,914	1,996	22,923		2,187	2,490	2,313	2,623	21,023
Fresh Grapes MT											
Mexico	0	0	0	0	75,713		0	0	0	0	95,442
Chile	29,657	37,422	29,725	37,449	264,609		63,870	48,510	63,982	48,538	280,190
South Africa, Rep	0	13	0	13	7,437		0	26	0	26	8,676
Other Countries	354	0	2,756	3,379	3,808		563	0	1,328	2,206	1,875
Subtotal:-----	30,010	37,435	32,481	40,841	351,567		64,433	48,536	65,310	50,770	386,183
Raspberries MT											
Canada	0	0	1	0	4,206		0	0	5	0	5,860
Mexico	69	76	100	188	266		507	358	694	858	2,327
Chile	251	159	278	167	1,387		555	215	613	231	3,017
Other Countries	21	2	105	45	199		38	14	211	133	451
Subtotal:-----	341	237	484	400	6,059		1,101	587	1,524	1,223	11,655
Fresh Strawberries MT											
Canada	0	0	0	0	88		0	0	0	0	186
Mexico	1,100	706	1,566	851	14,459		1,497	1,070	2,094	1,281	24,496
New Zealand	253	351	539	571	544		865	1,251	1,911	1,981	1,926
Other Countries	29	44	100	60	111		67	176	191	219	237
Subtotal:-----	1,383	1,101	2,205	1,482	15,203		2,429	2,497	4,196	3,481	26,844
Fresh Avocados MT											
Mexico	142	1,498	455	2,724	1,841		147	2,303	469	4,564	1,791
Dominican Republi	1,570	1,062	4,225	3,197	7,405		1,015	780	2,541	2,104	5,277
Chile	826	257	12,369	9,756	17,748		837	253	12,602	10,323	18,203
Other Countries	18	35	117	505	674		12	38	210	1,022	721
Subtotal:-----	2,556	2,852	17,165	16,182	27,667		2,012	3,374	15,822	18,013	25,993
Bananas MT											
Honduras	44,041	43,780	133,630	150,034	547,556		11,343	10,646	34,096	36,676	143,174
Costa Rica	82,852	78,581	254,611	225,546	983,120		25,752	22,087	80,514	65,120	312,764
Ecuador	71,401	63,361	193,376	203,130	863,439		20,721	18,879	55,010	60,457	265,046
Other Countries	89,360	127,841	319,633	367,328	1,333,792		26,478	34,624	92,495	97,955	401,763
Subtotal:-----	287,655	313,563	901,250	946,038	3,727,906		84,293	86,235	262,115	260,208	1,122,747
Mangoes MT											
Mexico	0	0	0	0	157,870		0	0	0	0	97,063
Guatemala	0	0	0	3	6,766		0	0	0	3	2,851
Haiti	174	65	370	69	10,607		105	40	223	43	7,186
Other Countries	3,399	1,326	9,774	5,478	15,872		2,903	1,686	9,674	5,930	15,909
Subtotal:-----	3,573	1,391	10,144	5,549	191,115		3,008	1,726	9,897	5,976	123,009
Pineapple MT											
Mexico	370	1,019	1,070	3,429	13,055		122	293	349	1,021	3,721
Honduras	854	1,922	3,831	6,008	22,504		268	555	1,108	1,734	6,459
Costa Rica	10,361	19,669	27,140	57,060	124,262		5,011	7,885	12,684	23,333	56,057
Other Countries	990	548	3,618	1,901	11,433		641	475	2,498	1,444	8,204
Subtotal:-----	12,573	23,158	35,659	68,399	171,253		6,042	9,208	16,638	27,532	74,441

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country	Region	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Cantaloupe MT											
Mexico		11,165	9,767	28,127	34,353	146,007	6,546	3,068	12,060	10,180	57,502
Guatemala		9,444	15,593	12,537	19,339	66,739	2,973	5,291	4,016	6,617	21,621
Honduras		7,208	14,158	7,309	14,717	92,458	1,249	3,370	1,271	3,448	16,626
Other Countries		4,420	6,588	5,464	6,971	90,899	1,346	823	1,678	879	34,627
Subtotal:----		32,236	46,106	53,437	75,380	396,103	12,114	12,552	19,025	21,124	130,376
Other Melons MT											
Mexico		23,260	26,598	53,163	62,265	275,579	5,693	6,575	15,467	16,053	62,073
Honduras		1,882	3,652	1,882	3,733	32,643	220	929	220	939	5,829
Costa Rica		0	19	0	19	27,345	0	8	0	8	10,627
Other Countries		7,965	8,051	9,244	8,658	47,336	2,620	2,579	3,022	2,775	17,597
Subtotal:----		33,107	38,321	64,289	74,675	382,903	8,533	10,090	18,709	19,775	96,126
Fr. Orng Inc Tmpl MT											
Mexico		541	690	672	845	10,288	303	255	360	315	4,415
Dominican Republi		49	63	418	181	3,155	14	26	175	88	1,249
Australia		0	11	27	297	15,127	0	13	35	613	20,583
Other Countries		13	950	91	1,852	1,083	22	891	37	1,775	510
Subtotal:----		602	1,713	1,208	3,175	29,653	339	1,184	607	2,791	26,756
Canned Mandarins MT											
European Union		1,233	1,031	4,006	2,444	23,398	1,220	786	3,911	2,107	23,464
Mexico		101	152	359	484	1,686	101	164	360	507	1,789
China, Peoples Re		1,530	1,802	5,166	7,568	30,572	1,508	1,538	5,320	6,716	28,581
Other Countries		67	58	186	156	634	100	79	253	201	949
Subtotal:----		2,931	3,043	9,717	10,652	56,289	2,928	2,567	9,843	9,531	54,784
Canned Black Olive MIXEO											
Mexico		60,000	0	248,000	987,021	6,112,150	26	0	119	634	3,156
Israel		11,200	0	11,200	0	193,880	25	0	25	0	367
Morocco		0	17,010	9,361	56,852	211,232	0	18	22	60	279
Other Countries		7,985	46,040	30,545	124,653	235,227	25	77	68	264	588
Subtotal:----		79,185	63,050	299,106	1,168,526	6,752,489	76	95	234	958	4,390
Canned Green Olive MIXEO											
European Union		5,151,033	6,681,273	16,116,138	18,486,958	60,353,438	13,287	15,148	43,631	42,975	153,846
Turkey		96,797	79,512	152,967	342,949	1,937,911	172	113	253	507	2,810
Morocco		523,498	800,617	1,472,027	2,335,976	11,438,714	1,025	1,411	2,923	3,987	21,052
Other Countries		57,751	83,078	226,327	286,877	1,033,607	115	145	560	538	2,153
Subtotal:----		5,829,079	7,644,480	17,967,459	21,452,760	74,763,670	14,599	16,818	47,366	48,007	179,860
Canned Peaches MT											
European Union		2,496	1,066	9,715	4,560	24,296	1,724	722	6,428	3,083	16,031
Chile		23	0	140	3	1,254	16	0	92	4	895
South Africa, Rep		336	151	973	612	3,457	218	103	623	467	2,413
Other Countries		45	11	122	59	476	51	16	105	48	370
Subtotal:----		2,901	1,227	10,949	5,233	29,483	2,009	840	7,248	3,602	19,709
Canned Pineapple MT											
Thailand		4,507	2,464	9,626	9,474	76,059	2,894	1,756	6,359	6,605	51,135
Indonesia		5,605	5,950	16,169	19,245	63,076	4,392	4,590	12,618	14,968	49,351
Philippines		9,709	11,539	31,359	32,994	124,332	6,318	8,849	20,772	23,799	82,478
Other Countries		2,563	2,329	6,739	7,685	30,946	1,951	1,771	5,218	5,821	23,654
Subtotal:----		22,384	22,281	63,893	69,398	294,413	15,554	16,966	44,967	51,193	206,618
Dried Apricots MT											
Turkey		1,334	1,692	3,911	4,806	10,599	3,770	4,517	10,567	12,513	29,450
China, Peoples Re		34	87	34	87	293	64	195	64	197	605
Australia		11	2	27	19	137	41	15	76	109	516
Other Countries		43	0	85	70	209	84	2	172	182	487
Subtotal:----		1,420	1,781	4,057	4,982	11,237	3,960	4,729	10,879	13,002	31,058
Dates MT											
Mexico		21	17	85	91	148	23	27	125	138	231
Pakistan		329	320	552	596	1,937	302	318	498	566	1,778
China, Peoples Re		68	73	111	109	341	113	125	183	227	620
Other Countries		26	28	91	73	162	102	55	300	222	479
Subtotal:----		444	438	838	868	2,587	539	524	1,107	1,153	3,107
Dried Figs MT											
European Union		10	3	883	547	924	15	14	2,036	1,363	2,151
Mexico		20	0	193	79	395	48	0	508	99	959
Turkey		50	2	354	367	381	124	4	809	775	872
Other Countries		5	0	5	3	36	23	0	23	10	77
Subtotal:----		86	5	1,435	996	1,736	210	18	3,376	2,248	4,059
Dried Raisins MT											
Mexico		271	490	1,968	1,917	5,045	202	461	1,834	1,714	4,860
Chile		281	0	607	155	3,482	347	0	738	228	4,824
South Africa, Rep		74	142	163	540	1,165	87	194	185	757	1,505
Other Countries		7	59	116	580	1,715	8	82	131	605	2,002
Subtotal:----		633	692	2,853	3,192	11,407	645	737	2,888	3,304	13,190

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997		Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Apple Juice	KL										
European Union	49,839	13,236	124,345	27,218	327,597		18,504	4,871	44,020	9,699	120,190
Argentina	8,514	33,000	20,575	113,377	259,968		2,195	7,500	5,689	26,877	65,864
Hungary	44,739	19,631	76,041	21,135	140,388		14,187	4,839	23,352	5,304	44,610
Other Countries	36,592	40,620	79,856	102,876	357,033		13,341	10,428	30,017	27,258	123,967
Subtotal:----	139,684	106,487	300,818	264,605	1,084,986		48,227	27,637	103,079	69,138	354,632
Fcoj	KL										
Mexico	18,202	20,176	40,869	35,318	188,382		4,283	3,607	10,388	6,642	43,267
Costa Rica	622	1,791	1,173	8,408	72,772		138	388	331	1,707	16,720
Brazil	103,514	103,388	346,817	205,305	731,512		20,657	15,501	77,058	32,059	148,961
Other Countries	11,450	1,063	18,082	4,935	107,210		2,739	272	4,119	1,143	24,130
Subtotal:----	133,788	126,417	406,940	253,966	1,099,876		27,816	19,767	91,896	41,551	233,077
Grape Juice	KL										
Mexico	2,350	1,564	8,130	3,164	21,889		1,053	842	3,347	1,919	9,889
Brazil	1,075	649	6,866	4,634	21,816		404	280	2,533	2,000	9,341
Argentina	6,373	8,955	26,681	30,680	163,836		1,996	3,112	7,997	10,661	54,839
Other Countries	1,693	3,106	4,724	4,503	35,748		1,187	2,029	2,735	3,068	20,982
Subtotal:----	11,491	14,274	46,400	42,981	243,290		4,639	6,263	16,612	17,648	95,051
Pineapple Juice, Con	KL										
Thailand	8,930	4,158	15,757	9,785	84,785		2,778	1,420	5,260	3,178	27,316
Indonesia	3,869	4,178	8,592	10,130	31,965		1,182	1,237	2,648	3,015	9,782
Philippines	9,903	7,372	30,669	22,853	104,714		1,876	1,430	6,131	5,389	21,680
Other Countries	3,275	1,994	8,135	4,792	25,565		1,259	490	2,941	1,276	8,994
Subtotal:----	25,977	17,703	63,154	47,561	247,028		7,094	4,577	16,980	12,858	67,773
Frozen Strawberries	MT										
Canada	31	41	75	116	184		37	68	145	212	372
Mexico	517	232	868	678	22,049		479	244	754	602	19,156
China, Peoples Re	0	0	0	0	22		0	20	0	20	45
Other Countries	12	0	12	5	24		43	130	134	186	634
Subtotal:----	560	272	955	799	22,279		559	461	1,033	1,020	20,207
Fresh Beans	MT										
Canada	38	1	101	14	1,631		15	3	56	10	950
Mexico	2,895	3,662	3,641	4,472	18,182		3,364	4,624	4,141	5,458	22,316
Guatemala	30	27	102	54	140		24	14	86	31	120
Other Countries	24	18	44	46	198		21	20	51	51	263
Subtotal:----	2,988	3,708	3,889	4,586	20,150		3,424	4,661	4,333	5,550	23,648
Fresh Carrots	MT										
Canada	9,230	10,301	30,665	33,996	63,557		2,318	2,502	7,234	7,637	16,112
Mexico	2,452	1,695	6,577	4,895	35,613		389	339	1,105	1,167	6,073
Israel	0	0	0	0	96		0	0	0	0	73
Other Countries	37	64	80	128	204		10	47	25	81	95
Subtotal:----	11,719	12,061	37,322	39,018	99,470		2,716	2,888	8,364	8,885	22,353
Fresh Cabbage	MT										
Canada	2,078	3,504	5,964	12,511	21,419		417	884	1,221	3,119	4,514
Mexico	875	2,006	1,956	5,878	7,855		144	482	312	1,063	1,372
Costa Rica	0	0	0	0	23		0	0	0	0	13
Other Countries	1	0	2	0	26		4	0	8	0	34
Subtotal:----	2,955	5,510	7,922	18,389	29,323		564	1,367	1,541	4,182	5,932
Fresh Celery	MT										
Canada	9	5	858	1,120	4,300		2	11	227	364	1,508
Mexico	1,314	2,762	1,552	4,362	23,321		305	825	350	1,163	6,047
Dominican Republi	17	17	35	22	121		12	17	24	23	77
Other Countries	6	3	19	14	78		11	5	57	31	163
Subtotal:----	1,346	2,786	2,464	5,518	27,820		331	857	659	1,580	7,796
Fresh Cucumbers	MT										
Canada	28	24	428	764	9,960		42	33	604	858	9,533
Mexico	46,860	43,809	93,002	93,830	285,254		14,259	13,751	28,833	29,378	88,569
Honduras	771	205	774	205	4,805		111	45	112	45	916
Other Countries	141	248	541	435	2,286		187	232	692	397	1,805
Subtotal:----	47,799	44,287	94,745	95,234	302,306		14,599	14,062	30,241	30,678	100,823
Fresh Cauliflower	MT										
Canada	6	1	237	3,001	9,222		2	3	109	1,479	4,144
Mexico	380	1,518	380	3,845	1,559		144	484	144	1,170	503
Guatemala	0	0	0	0	28		0	0	0	0	30
Other Countries	0	0	2	0	40		0	0	3	0	29
Subtotal:----	386	1,520	618	6,846	10,849		146	488	256	2,650	4,707
Fresh Garlic	MT										
European Union	77	78	357	321	1,080		145	158	685	610	1,896
Mexico	27	28	196	86	12,537		24	29	368	197	13,057
Argentina	120	273	120	273	2,115		162	411	162	411	3,177
Other Countries	75	70	470	214	1,838		91	18	477	200	2,531
Subtotal:----	300	449	1,144	895	17,570		422	617	1,693	1,419	20,661

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
		Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Onions, Exc Seed	MT										
Canada		2,982	2,697	9,906	9,822	22,717	813	704	2,779	2,532	6,644
Mexico		12,794	12,753	28,429	29,519	213,277	10,546	11,212	29,343	29,405	108,813
Peru		5,219	1,536	5,704	3,070	10,553	1,840	1,007	1,970	1,723	3,582
Other Countries		1,181	853	2,498	2,116	13,438	654	787	1,490	1,649	7,484
Subtotal:----		22,176	17,839	46,538	44,527	259,984	13,854	13,711	35,580	35,309	126,523
Fresh Peppers	MT										
European Union		1,045	939	5,419	5,268	18,787	2,979	3,491	11,803	13,496	42,222
Canada		31	44	1,284	1,774	10,131	103	195	1,881	3,127	16,762
Mexico		27,243	27,569	52,291	57,294	251,474	32,348	26,581	45,439	45,536	186,686
Other Countries		759	1,578	1,021	2,004	3,829	1,365	2,906	1,817	3,503	6,238
Subtotal:----		29,077	30,130	60,014	66,341	284,221	36,794	33,172	60,939	65,663	251,908
Seed Potatoes	MT										
Canada		5,093	5,868	10,941	11,229	114,218	872	1,058	2,365	2,279	20,189
Brazil		0	0	0	0	3	0	0	0	0	3
China, Peoples Re		0	0	0	0	11	0	0	0	0	8
Other Countries		0	10	0	10	0	0	6	0	6	5
Subtotal:----		5,093	5,879	10,941	11,239	114,233	872	1,065	2,365	2,285	20,204
Table Potatoes	MT										
European Union		0	0	0	18	62	0	0	0	12	56
Canada		21,126	30,735	64,816	86,481	210,604	3,893	6,101	12,175	17,503	38,993
Japan		0	5	0	9	13	0	10	0	19	38
Other Countries		0	2	0	2	12	0	36	0	36	9
Subtotal:----		21,126	30,743	64,816	86,510	210,692	3,893	6,147	12,175	17,569	39,097
Fresh Tomatoes	MT										
European Union		2,096	3,751	7,319	10,072	38,267	5,019	8,011	14,255	18,768	61,384
Canada		269	330	2,399	4,983	34,920	561	811	4,433	8,354	55,045
Mexico		53,431	58,773	121,227	115,088	666,748	32,753	59,571	71,277	99,823	488,503
Other Countries		249	301	333	389	3,270	420	499	524	600	6,681
Subtotal:----		56,045	63,155	131,278	130,531	743,205	38,753	68,892	90,489	127,545	611,612
Fresh Asparagus	MT										
Mexico		598	398	1,325	1,521	20,970	1,730	1,236	3,514	4,679	37,985
Peru		2,259	2,255	5,944	6,649	12,002	3,835	4,178	9,985	12,065	20,530
Chile		74	35	2,268	2,505	2,581	65	26	1,980	2,421	2,305
Other Countries		391	593	1,547	1,871	3,193	765	1,115	2,583	3,317	5,769
Subtotal:----		3,322	3,282	11,084	12,547	38,745	6,395	6,555	18,062	22,481	66,588
Canned Tomato Paste	MT										
Mexico		0	0	0	0	7,350	0	0	0	0	5,290
Peru		0	0	0	0	654	0	0	0	0	543
Israel		80	119	1,697	312	3,524	67	106	1,490	241	3,065
Other Countries		345	102	690	224	2,167	335	128	683	236	2,095
Subtotal:----		426	221	2,387	536	13,694	402	233	2,173	477	10,993
Canned Tomato Sauce	MT										
European Union		500	438	1,522	1,026	9,222	1,023	735	2,331	1,588	15,934
Canada		286	540	1,123	1,499	5,655	309	458	1,137	1,287	5,352
Dominican Republi		283	123	705	327	1,986	207	94	516	224	1,465
Other Countries		240	479	576	857	3,102	324	1,019	1,059	1,653	7,613
Subtotal:----		1,309	1,580	3,927	3,709	19,965	1,862	2,305	5,043	4,752	30,364
Canned Tomatoes	MT										
European Union		4,669	7,493	13,166	17,383	48,631	1,973	3,537	5,348	7,738	19,156
Canada		461	123	1,173	532	7,096	205	67	544	286	3,450
Israel		101	799	2,389	2,852	6,418	51	503	1,312	1,724	3,653
Other Countries		267	518	1,222	1,207	3,444	145	223	648	572	1,720
Subtotal:----		5,498	8,934	17,950	21,974	65,589	2,374	4,330	7,852	10,319	27,979
Canned Mushrooms	MT										
India		331	549	804	1,770	3,571	452	979	1,486	3,010	6,467
Indonesia		1,166	1,565	3,453	3,857	16,192	2,506	2,874	7,486	7,432	34,027
China, Peoples Re		4,200	2,698	9,671	6,558	34,448	5,965	3,763	14,338	9,229	50,298
Other Countries		913	783	3,408	2,186	13,047	1,974	2,031	7,416	5,307	27,532
Subtotal:----		6,610	5,595	17,337	14,371	67,258	10,896	9,646	30,727	24,979	118,324
Frozen Broccoli	MT										
Canada		0	31	19	33	172	0	33	23	35	157
Mexico		12,779	12,682	38,893	40,118	148,645	7,926	7,623	24,221	24,334	91,092
Guatemala		2,588	2,203	7,280	6,447	20,617	1,856	1,542	5,219	4,678	14,806
Other Countries		6	0	6	0	24	7	0	7	0	25
Subtotal:----		15,373	14,916	46,199	46,598	169,458	9,788	9,199	29,469	29,046	106,080
Frozen Cauliflower	MT										
Canada		18	19	139	199	749	19	17	120	145	609
Mexico		3,763	5,819	8,770	11,519	16,424	2,930	3,976	6,618	7,753	12,283
Guatemala		230	121	498	314	1,284	183	101	379	224	1,022
Other Countries		1	32	6	145	272	1	9	5	56	147
Subtotal:----		4,013	5,991	9,413	12,177	18,729	3,134	4,103	7,123	8,179	14,060

U.S. Imports of Selected Horticultural Products

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997		Dec FY 1997	Dec FY 1998	Oct-Dec FY 1997	Oct-Dec FY 1998	Oct-Sep FY 1997
Frozen Potatoes	MT										
European Union	23	151	102	327	582		14	94	95	198	375
Canada	24,907	29,711	66,172	92,187	286,083		14,885	18,321	39,975	56,556	168,663
New Zealand	0	0	0	0	71		0	0	0	0	86
Other Countries	16	145	24	153	72		26	31	51	58	199
Subtotal:----	24,947	30,008	66,298	92,668	286,808		14,925	18,446	40,121	56,811	169,323
Pistachios, Nsh	MT										
Turkey	113	0	157	40	516		412	0	589	128	1,942
Singapore	0	0	0	0	1		0	0	0	0	7
Hong Kong	0	0	0	0	0		0	0	2	0	2
Other Countries	0	0	0	0	0		0	0	0	0	1
Subtotal:----	113	0	158	40	517		412	0	591	128	1,952
Cashew Nut	MT										
Brazil	1,848	2,360	5,576	6,937	25,908		8,553	10,689	25,891	31,170	117,019
India	1,585	3,659	6,519	10,206	28,903		8,112	17,476	33,201	49,193	143,602
Mozambique	277	407	890	907	3,434		1,006	1,177	3,472	2,888	12,718
Other Countries	235	976	950	2,193	4,424		998	4,290	4,186	9,386	18,977
Subtotal:----	3,945	7,402	13,935	20,243	62,669		18,669	33,632	66,749	92,637	292,315
Filberts	MT										
European Union	12	14	36	30	104		60	65	183	150	542
Canada	34	5	138	306	168		33	12	146	463	185
Turkey	693	491	1,537	1,899	3,607		2,575	2,367	5,598	9,144	14,554
Other Countries	1	0	2	0	49		6	0	7	1	137
Subtotal:----	740	510	1,713	2,235	3,928		2,675	2,445	5,934	9,758	15,417
Pecans, Nsh	MT										
European Union	0	0	0	0	0		0	0	0	0	0
Greenland	0	0	0	0	0		0	0	0	0	0
Mexico	4,597	2,786	10,355	8,565	15,267		4,796	4,780	10,581	16,347	15,699
Other Countries	0	0	0	0	0		0	0	0	0	0
Subtotal:----	4,597	2,786	10,355	8,565	15,267		4,796	4,780	10,581	16,347	15,699
Roses	M										
Guatemala	1,944	1,231	7,926	5,597	40,509		319	227	1,213	953	6,352
Colombia	32,008	38,026	113,334	130,905	590,276		6,223	8,173	20,448	28,730	123,965
Ecuador	12,234	21,751	50,501	68,270	234,493		2,339	4,361	9,218	13,548	47,404
Other Countries	2,783	2,697	9,746	10,566	54,019		961	1,073	3,312	3,962	23,236
Subtotal:----	48,970	63,704	181,507	215,338	919,298		9,841	13,834	34,190	47,193	200,957
Carnations	MIXED										
Guatemala	0	0	0	0	0		32	79	91	295	1,369
Colombia	0	0	0	0	0		10,101	10,943	26,068	28,104	107,577
Ecuador	0	0	0	0	0		313	343	941	833	4,809
Other Countries	0	0	0	0	0		90	167	195	303	1,258
Subtotal:----	0	0	0	0	0		10,535	11,531	27,295	29,535	115,014
Chmp & Sprk Wine	KL										
European Union	2,510	3,174	13,901	14,739	29,976		25,203	34,176	142,611	160,993	335,410
Chile	5	5	40	19	80		23	12	122	49	334
Australia	21	10	41	54	121		74	47	145	247	514
Other Countries	16	33	35	83	115		31	104	139	291	354
Subtotal:----	2,552	3,222	14,016	14,895	30,292		25,330	34,339	143,017	161,580	336,611
Ft & Verm Wine	KL										
European Union	621	566	2,634	2,051	8,626		1,642	1,366	6,541	5,087	21,364
Bermuda	5	6	5	11	16		15	17	15	33	46
Argentina	0	0	12	0	19		0	0	25	0	29
Other Countries	0	10	0	120	5		0	12	0	182	13
Subtotal:----	627	582	2,652	2,183	8,666		1,657	1,395	6,581	5,302	21,453
Other Grape Wine	KL										
European Union	18,691	21,044	65,753	79,742	280,760		75,533	81,262	266,606	311,551	979,786
Chile	4,544	5,181	16,183	20,213	55,970		8,756	10,828	29,891	38,998	116,316
Australia	1,295	2,020	5,299	7,744	23,057		6,080	9,555	24,994	36,806	110,972
Other Countries	2,229	2,361	5,613	6,681	24,723		3,920	4,992	11,219	13,991	46,753
Subtotal:----	26,759	30,604	92,850	114,380	384,511		94,289	106,637	332,711	401,346	1,253,827
Wine, Other Products	KL										
European Union	347	359	1,500	1,792	4,612		466	443	1,783	2,322	5,877
Canada	75	95	314	344	1,540		64	102	339	409	1,743
Japan	124	151	478	469	1,665		510	703	2,286	2,321	7,953
Other Countries	85	100	268	237	922		165	222	464	475	1,824
Subtotal:----	632	705	2,560	2,842	8,740		1,204	1,469	4,872	5,527	17,397

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